

Medicare Benefits Consultants (Tele-Sales)

Position Title: Medicare Benefits Consultants (Tele-Sales)
Position Type: Full Time
Location: Arcadia, CA
Reports To: Supervisor of Sales Operations

About Clever Care Health Plan

Clever Care Health Plan is a newly founded Medicare Advantage health plan, will serve Medicare beneficiaries in Southern California. Our employees are passionate in providing the best services to our members and healthcare providers partners. Two office locations are at Arcadia, Los Angeles county and Westminster, Orange county. To learn more, please visit **CleverCareHealthPlan.com**.

Summary:

The Medicare Benefit Consultants (Telesales) is responsible to taking and making telephone calls with prospective members. The consultant will educate prospective members on Clever Care products and enroll into product of choice over the phone or other sales enrollment channels.

Job Functions and Responsibilities:

- This position is responsible to:
 - Sell Clever Care's Medicare products.
 - Takes inbound and makes outbound calls to prospective members.
 - Conduct presentation using approved guidelines
 - Conduct needs analysis and cost benefit analysis.
 - Complete enrollment into desired products.
 - Set up in-person meetings and takes RSVP's to events for prospective members who do not want to enroll over the telephone.
 - Meet/exceed individual sales goals.
 - Perform other duties/tasks as assigned by supervisor

Qualifications:

- Active California Life and Health Insurance License is required.
- Bilingual is required in one of the following languages:
 - Spanish, Mandarin, Vietnamese, Cantonese, Thai, Bahasa, Korean, Tagalog, Khmer
- Strong customer service skills.
- Excellent communication and presentation skills.

Experience preferred, not required:

- Strong working knowledge of Medicare and Medicaid and other government health programs/ income assistance programs.
- Experience working with senior citizens and low-income individuals.
- Experience working in Tele-sales (call center) environment.
- Strong understanding of CMS telephone marketing regulations.

Qualifications:

What's in it for you?

1. A competitive compensation and benefits program.
2. Generous paid-time-off (PTO).
3. Ten paid holidays per year.
4. Excellent 401k saving plan, employer provides up to 4% match and employer contribution match is 100% immediately vested.
5. A work-life balance and much more!

Please email your resume directly to hr@ccmapd.com

Clever Care Health Plan Inc. is an equal opportunity employer and it is our policy to abide by all federal, state, and local laws prohibiting employment discrimination. All qualified applicants will receive consideration for employment.