

United States Jobs Expertini®

Senior Sales Executive - HNAS

[Apply Now](#)

Company: Highmark Health

Location: United States

Category: other-general

Description

:

JOB SUMMARY

This job identifies and cultivates prospects, clients and intermediaries for solicitation of new business opportunities. The incumbent is responsible for the profitable sale of core and supplemental products, directly or through intermediaries, in an assigned geographic region, territory or distribution channel. Leads new business meetings, closes sales, and sells to groups with contracts generally spanning 1,000-10,000. The incumbent's assignments are broad in scope and require depth of knowledge as well as ingenuity and originality. The accounts are a mix of standard and non-standard and vary in levels of complexity and customization.

This role is requiring someone who lives on the West Coast and has Self Funding experience and TPA experience.

ESSENTIAL RESPONSIBILITIES

Actively and aggressively prospect for new group business, identifies and pursues account acquisitions and/or key accounts and responsible for the profitable sale of core and supplemental products for the business segment within the assigned territory.

Maintains productive working relationships with key consultants and brokers in a national market place as well as maintaining a knowledge of competitors product lines, strategy and pricing.

Participate in product development and prepares business programs (i.e. territory specific action plans and strategy for closing sales) and long term strategy for specific account needs.

Analyze customer needs and the Organization's financial objectives in order to recommend appropriate product(s) and/or services and analyze/offer specific benefit alternatives and financial arrangements to address the unique needs of each potential customer.

Other duties as assigned or requested.

EXPERIENCE

Required

5 years of Related, Progressive experience.

Preferred

None

SKILLS

Possesses and applies broad and in-depth knowledge of the concepts, principles, practices, and processes of the large/labor/strategic Self Funded market.

Adapts procedures, processes to meet the more complex requirements of the position.

Ability to speak publicly and extemporaneously on a variety of subjects.

PPT Presentation, communication and negotiation skills.

Organizational skills and the ability to meet deadlines.

Creativity and Innovation.

Persistence & Resilience.

Problem Solving.

Influence.

EDUCATION

Required

Bachelor's degree OR 6 years in lieu of Bachelors Degree

Preferred

None

LICENSES or CERTIFICATIONS

Required

State specific Producer License's for Life, Accident & Health

Preferred

None

Language (Other than English):

None

Travel Requirement:

0% - 25%

PHYSICAL, MENTAL DEMANDS and WORKING CONDITIONS

Position Type

Office- or Remote-based

Teaches / trains others

Occasionally

Travel from the office to various work sites or from site-to-site

Rarely

Works primarily out-of-the office selling products/services (sales employees)

Never

Physical work site required

No

Lifting: up to 10 pounds

Constantly

Lifting: 10 to 25 pounds

Occasionally

Lifting: 25 to 50 pounds

Rarely

Pay Range Minimum:

Pay Range Maximum:

Highmark Health and its affiliates prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, age, religion, sex, national origin, sexual orientation/gender identity or any other category protected by applicable federal, state or local law. Highmark Health and its affiliates take affirmative action to employ and advance in employment individuals without regard to race, color, age, religion, sex, national origin, sexual orientation/gender identity, protected veteran status or disability.

EEO is The Law

Equal Opportunity Employer Minorities/Women/Protected Veterans/Disabled/Sexual Orientation/Gender Identity ()

We endeavor to make this site accessible to any and all users. If you would like to contact us regarding the accessibility of our website or need assistance completing the application process, please contact number below.

For accommodation requests, please contact HR Services Online at

[Apply Now](#)

Cross References and Citations:

- 1. Senior Sales Executive - HNAS [PropertyjobsJobs United States Propertyjobs](#)**
- 2. Senior Sales Executive - HNAS [Mumbaijobs Jobs United States Mumbaijobs](#)**
- 3. Senior Sales Executive - HNAS [Muscatjobs Jobs United States Muscatjobs](#)**
- 4. Senior Sales Executive - HNAS [Caregiverjobs Jobs United States Caregiverjobs](#)**
- 5. Senior Sales Executive - HNAS [UnitedstatesjobsJobs United States Unitedstatesjobs](#)**
- 6. Senior Sales Executive - HNAS [Investmentbankerjobs Jobs United States](#)**

Investmentbankerjobs ↗

7. Senior Sales Executive - HNAS Australiacareers Jobs United States Australiacareers

↗

8. Senior Sales Executive - HNAS Searchcanadajobs Jobs United States

Searchcanadajobs ↗

9. Senior Sales Executive - HNAS MuseumjobsJobs United States Museumjobs↗

10. Senior Sales Executive - HNASBerlinjobsearch Jobs United States Berlinjobsearch ↗

11. Senior Sales Executive - HNASScrumjobsJobs United States Scrumjobs↗

12. Senior Sales Executive - HNASGhanajobsJobs United States Ghanajobs↗

13. Senior Sales Executive - HNASMoroccojobsJobs United States Moroccojobs↗

14. Senior Sales Executive - HNASGurujobs Jobs United States Gurujobs ↗

15. Senior Sales Executive - HNASFlutterjobsnearme Jobs United States

Flutterjobsnearme ↗

16. Senior Sales Executive - HNASFindsalesjobs Jobs United States Findsalesjobs ↗

17. Senior Sales Executive - HNASDublinjobsJobs United States Dublinjobs↗

18. Senior Sales Executive - HNASSearchnzjobs Jobs United States Searchnzjobs ↗

19. Senior sales executive - hnas Jobs United states ↗

20. AMP Version of Senior sales executive - hnas ↗

21. Senior sales executive - hnas United states Jobs ↗

22. Senior sales executive - hnas Jobs United states ↗

23. Senior sales executive - hnas Job Search ↗

24. Senior sales executive - hnas Search ↗

25. Senior sales executive - hnas Find Jobs ↗

Source:<https://us.expertini.com/jobs/job/senior-sales-executive-hnas-united-states-highmark-health-00f2f914ae/>

Generated on: 2024-05-03 by [Expertini.Com](https://www.expertini.com)