

Sales Account Executive

Highly successful Employee Benefits Consultant seeks a Sales Account Executive who is a professional, organized, and self motivated individual who knows what it takes to be successful in sales. This individual will be responsible for prospecting potential clients, and developing key, long-term client relationships through direct marketing, personal networking, and firm referrals. Qualified candidates must possess the following:

- Bachelor's degree in marketing or business management
- Be highly motivated to turn a lead into a sale
- Ability to quickly learn the health and ancillary group insurance products, underwriting procedures, and policy servicing
- Ability to work independently
- Excellent organization, communication, and presentation skills
- Be extremely detail oriented
- Ability to remain flexible with changing priorities
- Excellent computer skills including all Microsoft office programs

Company offers competitive commission based salary.