

Job Posting - Medicare Sales Agent

Department: Medicare

Supervisor: Medicare Sales Manager

Pay Type: Commissioned/1099. Paid weekly

Date Posted: May 10th, 2021

Position Summary: Responsible for calling potential clients that have requested information about extra Medicare benefits, gather their information, research what plan will fit their needs best, explain why you went with that plan vs others and enroll them in a plan. Required to work independently as well as with co-workers and management.

Essential Functions:

- Help Clients figure out what plan will be best for them based on their needs.
- Get a list of their doctors and their prescription drugs.
- Check different carriers to make sure the doctors and prescription drugs are in-network.
- Compare different plans to see which would work best for the client based on doctor network, prescription drug formulary, and added benefits.
- Present the Medicare plan to the client and be able to explain the benefits of the plan.
- Fill out enrollment forms.
- Follow up once the Medicare plan goes into effect to see if the client has any questions and check to see if they have any other insurance needs.

Expectations:

- 250 phone calls per week
- 300 new clients per year

Education and/or qualifications

- **Education:** High school diploma or equivalent required. College degree preferred but not necessary.
- **Experience:** No experience required, we provide training.
- **Qualities:** This is more important than education and experience. We have found that people who can communicate well, are natural leaders, and are competitive, often are very successful in this field.

Working Conditions: We have an office with cubicles for our agents to use. However, once fully trained, agents may work from home as long as they display they can be effective from home.

If you are interested in working with Security Benefits Center please **send your resume to** cory@gosbc.net

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