



Sales Executive

About us:

Medical Risk Managers, Inc. is a prominent leader in Medical Stop Loss and Managed Care insurance solutions. We are dedicated to delivering exceptional coverage solutions to our clients. With a strong focus on client satisfaction and industry innovation, we are expanding our reach and seeking a talented Sales Executive to join our team.

Job Summary:

We are seeking a dynamic and results-driven Sales Executive to lead our sales efforts across the United States. The ideal candidate will possess a deep understanding of the medical insurance landscape, particularly in Medical Stop Loss Insurance, and have established relationships with brokers and Third-Party Administrators (TPAs). This is a single contributor role with no direct reports, demanding a strategic thinker who excels in prospecting and managing significant business opportunities.

Supervisory Responsibilities:

None

Responsibilities:

- Sales Leadership: Drive sales strategy and execution to achieve regional revenue targets and expand MRM's market presence.
- Relationship Management: Leverage existing relationships with benefits brokers and TPAs to foster partnerships and identify new business opportunities.
- Prospecting: Actively prospect through brokers and TPAs to develop new client relationships, particularly within the Medical Self-Funded health plan sector.
- Industry Insight: Stay informed about current trends in the medical insurance industry, particularly in Medical Stop Loss Insurance and related areas.
- Collaboration: Work closely with internal stakeholders such as Underwriters, Account Managers, and senior leadership to enhance product offerings and ensure client needs are met.
- Market Analysis: Conduct market research to identify potential growth areas and competitive threats within the region.
- Reporting: Provide regular updates on sales performance, market trends, and strategic initiatives to senior management.

Qualifications:

- 2+ years of experience in medical stop loss, self-funded benefits, or related health insurance sales
- Strong broker/consultant network preferred
- Excellent communication, negotiation, and relationship-building skills
- Ability to travel regularly