



BENEFIT CONCEPTS, INC. JOB POSTING

MEDICARE BENEFITS CONSULTANT

Position Summary/Objective

The Medicare Benefit Consultant makes sales presentations to potential qualified Medicare beneficiaries in their homes, office, etc. using approved governmental guidelines. Initiates sales opportunities with seniors--individually or in groups--to sell individual health plan policies. Makes on-site presentations to prospective seniors or senior groups to increase enrollment.

Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Other duties not listed may be assigned.

- Creates and maintains a referral network of business leads
- Maintains knowledge of industry
- Delivers quotes and presentations to prospective customers
- Ensures all forms are completed accurately and submitted to appropriate channels
- Serves as contact to customers for assistance

Competencies

- Ability to Manage Multiple Priorities
- Internal and External Customer Service
- Organization / Attention to Detail
- Personal Effectiveness / Credibility
- Quality Control
- Proficient working knowledge of Microsoft Office products
- Ability to establish relationships with community partners
- Strong organizational, interpersonal, communication and presentation skills
- Ability to successfully navigate enrollment applications
- High level of self-motivation; ability to accomplish goals independently

Learn more and apply [HERE](#)

ABOUT BENEFIT CONCEPTS, INC.

Benefit Concepts, Inc. (BCI) is recognized as a leader in employee benefits, primarily in the Texas market. BCI serves independent agents, individual customers and corporate clients by building strong relationships with the most respected health and life insurance carriers in the world. Our culture is driven with a work-life balance, offering our employees great benefits, flexibility and room to enhance your career.

Learn more at www.mybciteam.com