

Outside Insurance Sales Representative

BASIC – San Francisco Bay Area, CA

UNQUALIFIED APPLICANTS WILL NOT BE CONSIDERED

BASIC's integrated HR solutions come full circle for employers nationwide. Established in 1989, BASIC is a technology driven, HR Compliance Company. With 7 offices throughout the country, employing over 170 and servicing 15,000 employers nationwide. This position would work to expand our main west coast division, BASIC pacific, based out of Sacramento. BASIC pacific office offers flexible benefit plans, HSA, HRA, POP Commuter and COBRA administration for more than 1,000 employers with 5 to 9,000 employees.

We are looking for a motivated, experienced sales individual with a successful track record who will be responsible for aggressively growing our clientele in the San Francisco Bay area.

As a national TPA, we've become a leader in HR and Compliance services nationwide, with over 15% growth per year on average. Our services are considered "business-to-business" and our success relies heavily on referrals from the Health Insurance Broker community.

The candidate who takes on this role will have solid experience in working with Health Insurance Agents. As well as the ability to sell directly to HR professionals in a variety of companies/industries. Examples of our services include: Flexible Spending Account administration, HRA administration, COBRA administration, FMLA administration, payroll, and regulation compliance services.

Job Duties

- Build relationships with health insurance agents to generate a recurring flow of leads.
- Solicit for new business via broker relationships, telephone, networking, and other lead sources.
- Qualify leads through prospect/current client calling along with managing and following up on all leads.
- Conduct sales presentation and product demonstrations via phone and GoToMeeting.
- Close sales and meet monthly sales goals in accordance with development plan.
- Utilize resources available at BASIC to complete your goals.
- Maintain product knowledge to explain why BASIC is the best choice for clients.
- Utilize BASIC's information systems to track leads and record prospect status.

Requirements

- Bachelor's degree in Communications or Business is preferred
- Must have established insurance broker relationships in California and be willing to travel
- Must have 5-10 years prior insurance sales experience with proven track record of success
- Exceptional time management and organization skills
- Ability to solicit new business via broker relationships, telephone, networking, and other lead sources
- Excellent oral and written communication skills and is energized by talking with people
- Ability to work independently or as part of a team
- Excellent listening skills
- Self-motivated with an engaging level of enthusiasm. Demonstrated resiliency, passion, and integrity
- Knowledge of FSA, HSA, HRA, FMLA, COBRA, and Payroll is a plus

Competitive compensation plan for this sales position including an annual base salary plus commission on first year revenue, residual commission for the lifetime of the renewed account and the potential of an annual performance bonus.

TO APPLY, please send a cover letter and resume to recruiting@basiconline.com

Our success is solely attributable to our people. Together, we work in a collaborative, team-based environment to achieve BASIC's commitment to superior service.

BASIC is a privately owned company headquartered in Portage, Michigan. We have grown into one of the largest TPA's in the nation. Leveraging 28 years of experience, over 15,000 employers trust BASIC with a wide range of HR responsibilities. BASIC's growing team of experts allow employers to control costs, manage risk and improve staff focus and effectiveness.