



## Agency Account Executive (Field Sales)

Position Title: Agency Account Executive (Field Sales)  
Position Type: Full Time  
Location: Huntington Beach, CA & Arcadia, CA  
Reports To: Regional Sales Manager

### **About Clever Care Health Plan**

Clever Care Health Plan is a newly founded Medicare Advantage health plan serving Medicare beneficiaries in Southern California. Our employees are passionate in providing best services to our members and healthcare providers. Our three office locations are in Arcadia (Los Angeles County), Huntington Beach (Orange County) and New York City.

### **Job Summary**

The Agency Account Executive is responsible for helping the regional teams to achieve Clever Care's established Medicare enrollment objectives in their assigned language segments, by working with the Regional Managers and Field Agency Leaders to drive enrollments through contracted Agencies and Agents. They will be assigned to a specific language/market segment, as we feel success in growing these segments will be aided to a great degree by their ability to speak the languages and understand the culture of the markets targeted by their assigned Medicare Agents and Agencies. They will be responsible for not only supporting existing agent and agency relationships, but also for finding and developing new ones and encouraging them to actively sell Clever Care products and services to their clients and communities.

### **Functions & Job Responsibilities**

- This position is responsible to:
  - Sell Clever Care's Medicare products.
  - Meet/exceed individual sales goals.
  - Meet compliance requirements.
  - Develop, expand, and increase the productivity of their Agency distribution channel.
  - Evolve existing Provider and Community relationships to increase channel performance.
  - Identify new provider and community referral opportunities.
  - Work with their agents to conduct sales presentations for prospects and leverage community partnerships to host events.
  - Create a lead pipeline through provider partnerships and personal network.
  - Work their agents to develop creative and compliant ways to find and engage prospects.
  - Focus on improving average number of enrollments per agent and agency.



- Carefully evaluate agent and agency performance focusing on key indicators like close ratio and lead pipeline, and disposition of any Clever Care provided leads or events.
- Attend sales training and department sessions.
- Lead, collaborate and execute on provider and community relations activities including event planning, execution, and tracking.
- Produce regular campaign, event tracking, and weekly activity reports showing return on investments, key initiatives, and activities.
- Carry out appropriate sales activity standards as directed by their manager.
- Manage allocated agency co-op budgets, carefully evaluating agent/agency ROI for sales events, sponsorship activities, and key community events.
- Maintain knowledge of compliance regulatory procedures and Medicare Marketing Guidelines to utilize in all functions, processes, and communication.
- Other duties/tasks as assigned by supervisor.

#### **Education & Experience:**

- Active California Life and Health Insurance License is required.
- Valid driver's license, reliable transportation, and insurance required – mileage reimbursement.
- Experience working with Insurance Agencies/Agents/ Field Marketing Organizations

#### **Knowledge/Skills/Abilities**

- Strong working knowledge of Medicare and Medicaid and other government health programs/ income assistance programs.
- Experience working with senior citizens and low-income individuals.
- Strong customer service.
- Excellent communication and presentation skills.

#### **Physical & Working Environment.**

Typical Physical Demands.

Position requires a great amount of sitting and standing. Some lifting, stooping, bending, or reaching is required. May require lifting up to 15-30 pounds. Requires manual dexterity sufficient to operate a computer, calculator and telephone. Requires normal range of hearing and vision. Requires the ability to type and file.

Typical Working Conditions.

Work is performed in an office environment and/or remotely. The job involves frequent contact with staff and public. Work may be stressful at times. May occasionally work some irregular hours.

#### **What's in it for you?**

1. A competitive compensation and benefits program.



2. Generous paid-time-off (PTO).
3. Ten paid holidays per year.
4. Excellent 401k saving plan, employer provides up to 4% match and employer contribution match is 100% immediately vested.
5. A work-life balance and much more!

Please email your resume directly to [hr@ccmapd.com](mailto:hr@ccmapd.com)

*Clever Care Health Plan Inc. is an equal opportunity employer and it is our policy to abide by all federal, state, and local laws prohibiting employment discrimination. All qualified applicants will receive consideration for employment.*