Regional Director Sales (Southeast)

Location: Fulltime • Southeast Remote

- Southeast [Jacksonville, FL; Tampa, FL; Orlando, FL; Miami, FL; Atlanta, GA; Charleston, SC; Charlotte, NC; Raleigh, NC; Nashville, TN; Memphis, TN; Birmingham, AL; Jackson, MS; New Orleans, LA]

Company Overview

Healthcare2U is a membership-based, hybrid direct primary care (DPC) organization that ensures employers of all sizes and structures have nationwide access to affordable, consistent and quality primary care at over 40% below the average of traditional DPC practices operating in the market today. Through our proprietary Private Physician Network (PPN)™, Healthcare2U promotes healthy living by detecting, treating, and managing acute and chronic conditions before the onset of serious illness.

Job Description

This position is primarily responsible for market development and client acquisition in one of the Company's target areas in the United States. This requires personal production for new business and general oversight of any existing business within the specified region. This is a senior position expected to foster cohesion with Account Management, Operations, and Sales & Marketing and help to define target markets and sales goals. This role reports directly to the Chief Revenue Officer.

Key Responsibilities

- Develop prospect base of Broker/ MGU/ MGA/ TPA partners, make personal presentations, develop formal written proposals and achieve an annual sales goal.
- Delivery of quarterly plan performance reports and assistance with renewals.
- Contribute toward the development of market initiatives, identification of market niches and other vehicles geared towards the ultimate result of achieving growth.
- Suggest fee structures, service mix, and service performance goals to senior management and help define the components and operating regimen of the Sales & Marketing initiatives.
- Foster team cohesion and shared accountability for successful working relationships between divisions within the Company. Promote synergy with

Account Management, Operations, and Sales & Marketing to capitalize on the unique business model developed and implemented by Healthcare2U.

Qualifications

- Bachelor's degree in business or related field required.
- A minimum of 5 years' experience in employee benefits with a concentration in health insurance, direct primary care or other health related cost containment solution.
- Current, valid resident insurance producer license to sell Health insurance or willingness to secure within 90 days of employment.

Knowledge, Skills, and Abilities

- Extensive knowledge of state insurance industry including the various carriers, networks, administration, funding, and ancillary products required.
- Ability to establish and maintain effective relationships with other management staff, employees, and down-line relationship partners required.
- Must possess strong influencing and negotiation skills.
- Must possess excellent analytical and conceptual thinking skills, including financial impact analysis.
- Must possess the ability to exercise sound judgment and decision-making techniques.
- Excellent computer skills required.
- Excellent communication skills in both verbal and written format are required.
- Must be an effective project manager with the ability to juggle a multitude of tasks and reprioritize daily.
- Must be able to work independently with little daily supervision.
- Continue to expand industry knowledge and obtain necessary CE credits.

Job Specific Competencies

- Customer Focus – Makes customers and their needs a primary focus of one's actions; readily re-adjusts priorities to respond to pressing and changing client demands with a sense of urgency; shows interest in and understanding of the needs and expectations of internal and external customers; gains customer trust and respect; meets or exceeds customer expectations.

- Interpersonal skills – Establishes and maintains effective working relationships with others inside and outside the organization; treats others with dignity and respect; coordinates work effectively with team members, manages conflict constructively; provides timely and honest feedback in a manner which is productive; demonstrates effective listening skills; articulates clear communications (oral and written) with others.

- Problem Solving / Decision Making – Displays ability to define a problem; compares data, information, and input from a variety of sources to draw conclusions; makes timely, sound, well-informed, and objective decisions; takes responsibility for decisions; understands the impact and implications of decisions; includes others in the decision-making process when appropriate.

- Planning & Organization – Sets appropriate priorities, uses time and resources effectively, develops realistic plans; meets deadlines and follows through.

Work Environment / Physical Requirements

- Must be able to travel up to 50% of the work week.

- Must be able to sit or stand and type utilizing a computer for up to 50% of the workday.

If you're passionate, thrive in a fast-paced environment, and want to be part of a team that's making a real impact in the benefits administration space, we want to hear from you!

The job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Other duties, responsibilities and activities may change or be assigned at any time with or without notice.

Equal Opportunity Employer