



At the Ohio Chamber Insurance Agency (“OCIA”), we’re simplifying the insurance experience!

Here at the OCIA, we’re creating transformative change that affects thousands of businesses and people, but it all comes down to building relationships— one person at a time. As an Account Executive, you’ll be responsible for selling new, fully insured, and self-insured business in the Ohio market.

Primary Responsibilities:

An Account Executive for the OCIA is responsible for relationships and direct sales to customers. The principal focus is the sale of new business, with indirect responsibility for the retention of existing accounts.

New Business Sales:

- Prospect from presale to implementation with extensive experience managing complex RFPs
- Ability to develop complex sales solutions
- Proactive pipeline management
- Identify opportunities for ancillary products on all new sales
- Travel as required, approximately 80% of time

Relationship Building:

- Collaborate with and develop client relationships through prospecting, referrals and Ohio Chamber cross-selling opportunities
- Develop and maintain internal relationships across a matrixed organization
- Understand customer needs and provide value-added consultation
- Present a positive image of the OCIA in the marketplace
- Community involvement through professional organizations

Miscellaneous:

- Maintain current knowledge of all products, services, and underwriting practices
- Effectively communicate strategies and mission to the marketplace
- Maintain knowledge of competitor products & services and how the OCIA can effectively differentiate ourselves

Required Qualifications:

- Undergraduate degree or equivalent work experience

- 5+ years of employee benefits sales/account management experience
- 5+ years of experience selling employee benefits through direct sales
- 5+ years of experience obtaining and exceeding sales goals
- 5+ years of experience building and maintaining positive, constructive working relationships with senior level executives both internally and externally
- Detailed knowledge of self-funding arrangements
- Detailed knowledge of network constructs, including discounts and High Performing Networks
- Detailed knowledge of pharmacy solutions
- Sales insurance license must be maintained as required by state law or ability to obtain upon hire
- Maintain a valid driver's license

Compensation:

- Draw + Commission

Please submit your resume and letter of interest to: scolby@ohiochamber.com