



## **Employee Benefits Consultant – OCIA**

*Full Time Position (40+ hours) from 8:00am to 5:00pm (Monday – Friday)*

*Base Salary + Generous Commission & Residuals*

*Exceptional Benefits Package including Student Loan Reimbursement*

*Retirement Plan & 401k*

*Licensing / Education Reimbursement*

*Location: Downtown, Columbus*

### **Overview:**

As Employee Benefits Consultant for the Ohio Chamber Insurance Agency, Inc. (“O.C.I.A.”) you will be responsible for direct insurance sales to current Ohio Chamber of Commerce members and new businesses with a principal focus on companies with 2 to 100 employees. This position also includes indirect responsibility for the retention of existing accounts in coordination with account managers. You will develop, source and close on new profitable accounts and maintain core business for the agency across all industry segments. This position does require learning and understanding product information and sales responsibility.

### **Responsibilities:**

- Must obtain and maintain an active Life & Health insurance license
- Achieve annualized new business sales goals in target market of companies with 10-50 employee lives.
- Meet new business activity and quality appointment goals.
- Use Chamber resources to research prospects & develop customized messaging
- Develop sales business plan and use effective prospecting strategies.
- Overcome sales obstacles on a prospect-specific basis.
- Build client and prospect pipeline. Develop cross-selling strategies for existing clients.
- Participate in Chambers industry training and sales support programs.
- Positively represent the OCIA in meetings, seminars, trade shows, and networking events.
- Demonstrate technical knowledge necessary to communicate our solutions effectively to a non-insurance buyer.
- Work collaboratively with the account management team to maximize results.

### **Relationship Building:**

- Develop and maintain strong client relationships
- Understand customer needs and provide value-added consultation
- Effectively communicate O.C.I.A. strategies and mission to the marketplace
- Present a positive image of the O.C.I.A. in the marketplace
- Community involvement through professional organizations, associations and local organizations encouraged

## **Qualification Requirements:**

- Must commute to office daily
- 1+ years business to business sales experience calling on senior executives preferred
- Business to business sales experience in PEO, Payroll, and HRIS preferred.
- Insurance license required (Lines of authority: Life, Health, Accidental, Property & Casualty)
- Ability to utilize and be proficient in client management systems
- Proficiency in Microsoft Office Suite (Word, PowerPoint, Excel & Outlook)
- Ability to travel within Ohio as needed, must maintain a valid OH driver's license.
- Personable, highly motivated, and goal oriented. Driven to achieve individual sales goals.
- Superior communication, negotiation, and presentation skills.
- Excellent organizational and follow-up skills.
- Excellent listening skills with strong customer focus.
- Able to work in a fast-paced, team environment.
- Ability to deal with senior level management and have a top-level executive presence.

## **Required Skills:**

- Strong ability to listen, discern, and prioritize with clients, colleagues and carrier representatives based on a thorough understanding of relevant issues
- Above average written and oral communication skills
- Strong organizational and time management skills
- Ability to lead and influence in a team environment.
- Professional in appearance and poise

## **Benefits:**

- 401K
- 401K Matching
- Pension Plan
- Medical Insurance
- Dental Insurance
- Vision Insurance
- Disability Insurance
- Life Insurance
- Paid Time Off
- Comp Time
- Student Loan Reimbursement
- Licensing Reimbursement
- Uncapped commissions & earning potential
- Lasting residual commissions for sales agents