

Account Manager

Description

Sidecar Health is redefining health insurance. Our mission is to make excellent healthcare affordable and attainable for everyone. We know that to accomplish this lofty mission, we need driven people who will make things happen. The passionate people who make up Sidecar Health's team come from all over, with backgrounds as tech leaders, policy makers, healthcare professionals, and beyond. And they all have one thing in common—the desire to fix a broken system and make it more personalized, affordable, and transparent. If you want to use your talents to transform healthcare in the United States, come join us! **Must reside in Georgia for consideration**

About the Role As an Account Manager, you'll act as the primary liaison for existing groups, ensuring their satisfaction and retention through proactive relationship management. You'll attend client meetings across Georgia, providing education and enrollment support, while also identifying potential roadblocks and collaborating with internal teams for successful resolution.

What You'll Do Serve as the primary liaison for existing groups, maintaining positive relationships, and driving group satisfaction and retention. Attend virtual and in-person client meetings across Georgia to build relationships with groups, conduct education meetings, and provide enrollment support. Proactively identify potential obstacles to group success and collaborate with internal teams to develop strategic solutions. Collaborate closely with internal teams to ensure seamless implementation and optimize the group experience. Oversee resolution of escalated issues by responding swiftly and managing client inquiries, concerns, and requests. Be a part of a cutting-edge, fast-growing team.

What You'll Bring 3+ years of experience in account management in health insurance or employee benefits. Strong track record of successful account management and retention. Excellent communication, organization, and relationship-building skills. A strong sense of ownership, a bias for action, and superior problem-solving skills. Ability, and excitement to work in a fast-paced dynamic startup environment. Current Georgia State Health and Life insurance license in good standing (Preferred). Bachelor's Degree. What You'll Get Competitive salary, bonus opportunity, and equity package. Comprehensive Medical, Dental, and Vision benefits. A 401k retirement plan. Paid vacation and company holidays. Opportunity to make an impact at a rapidly growing mission-driven company transforming healthcare in the U.S. In taking a market-based approach to compensation, base pay may vary depending on location. Additionally, base pay may vary considerably depending on job-related skills and experience. The current expected salary range for this position is: \$80,000 – \$90,000. Please mention the word ****OVERJOYED**** and tag `RMjQuMTQwLjIwNS4xMTA=` when applying to show you read the job post completely (`#RMjQuMTQwLjIwNS4xMTA=`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com

Hiring organization

Sidecar Health

Job Location

Atlanta, Georgia, United States

Date posted

May 30, 2024

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