

Sales Advisor

Description

Our CommitmentChapter provides the best Medicare guidance in America by breaking down barriers to information, training best-in-class Advisors, and maintaining continuous community & support. Other advisors only recommend plans from insurance companies that pay them. Chapter's technology enables its Advisors to search every plan from every carrier at unprecedented levels of detail to ensure we provide the best recommendation every time. Every Chapter Advisor is trained to use our proven 3 Ps Method to review each Medicare beneficiary's providers, prescriptions, and priorities ensuring that every client receives the high-quality healthcare they need and deserve at the best value. We never stop being there for our members and provide continuous community & support to ensure no one's ever left alone in this exciting chapter of life!How You'll Contribute to our Mission: Chapter is looking to hire best in class sales advisors to our advisory team. In this role, we impact lives daily by saving our members thousands on out-of-pocket medical costs and ensuring financial stability in what should be the best chapter of their lives. As a medicare expert, you will listen, guide, teach and empathize with our members in their medicare Journey. Our advisors offer concierge-level service with our proprietary technology to guide Retirees into the top coverage for them this year and every year after. This is a full-time role. We are currently offering a \$1,500 signing bonus to all new Medicare Advisors who start before July 1st, 2024About the Role: In this role, we impact lives daily by saving our members thousands on out-of-pocket medical costs and ensuring financial stability in what should be the best chapter of their lives. As a medicare expert, you will listen, guide, teach and empathize with our members in their medicare Journey. Our advisors offer concierge-level service with our proprietary technology to guide retirees into the top coverage for them this year and every year after. This is a full-time role. We are currently offering a \$1,500 signing bonus to all new Medicare Advisors who start before July 22nd, 2024In this role, you will spend each day advising seniors via phone and email.You should apply for this position if you are excited to set and achieve ambitious goals. We measure advisor performance based on three things:1) Customer satisfaction2) Customer retention3) Number of customers enrolledWhile your compensation will be tied to your performance, it does not vary based on the specific coverage you recommend, even if it is with a carrier that does not pay Chapter. What You'll Do Assess seniors' Medicare needs with an engaging, natural, and professional demeanor Use Chapter's software to identify plan options for seniors Educate and guide clients into the right insurance coverage for them Provide prompt and efficient service by phone and email Demonstrate strong prioritization skills to effectively manage pipeline and client engagement About You 2+ years of prior sales experience with proven track record of success in direct sales Strong sense of ownership, self-motivated, driven, and able to work independently as well as fostering a collaborative environment Desire to train and become a licensed insurance agent (Chapter covers all training materials and licensing fees!) Able to learn and adapt easily to new technology systems Strong interpersonal skills and distinguished verbal and written communication ability Benefits and Perks Full medical, dental, and vision, premiums covered at 100% for full-time employees Highly covered premiums for dependent care Remote work environment \$500 desk setup subsidy to set-up your unique home office \$100/month health and wellness subsidy Benefit from our partnerships with Spring Health (mental health support), Rightway (care navigation), Carrot (fertility support) and OneMedical (concierge and telehealth care) to prioritize your well-being Equity, own what we are building Generous and competitive parental leave for all parents Please mention the word ****THRILL**** and tag RMjE2LjI0NS4yMjEuOTE= when applying to show you read

Hiring organization

Chapter

Job Location

Phoenix, Arizona, United States

Base Salary

\$ 50000 - \$ 120000

Date posted

June 15, 2024

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the job post completely (#RMjE2LjI0NS4yMjEuOTE=). 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