



AN EQUAL OPPORTUNITY EMPLOYER

Job Description: Regional Vice President of Sales

POSITION SUMMARY: Under the direction of the EVP of sales, the Regional Vice President of Sales is responsible for the cohesive planning and execution of the sales plans to ensure profitable operations. Responsible for the sales and marketing of self-funded group medical services directly to brokers and consultants throughout Texas and the SW region of the US. Develop and implement sales strategy to provide sales results. Work cohesively with EVP in meeting budgeted sales and new business projections to ensure a profitable TPA.

REPORTING STRUCTURE

This position reports to the EVP of Sales 90 Degree Benefits -San Antonio.

LOCATION

This is an onsite or remote position. The candidate must reside in the Dallas, Austin or San Antonio area.

DUTIES/RESPONSIBILITIES

To be coordinated with the Goals and Objectives of the Company's Plan, and the Employee's Performance Review.

1. Markets and presents the Client's TPA services to clients, brokers and consultants.
2. Conducts face-to-face sales presentations, sends out requested marketing information and oversees RFP (Request for proposal) process.
3. Establish, complete and maintain sales relationships focused on revenue.
4. Participates in account management meetings regarding assigned accounts.
5. Responsible for conducting employee/employer meetings for new groups.
6. Prepares weekly and monthly reports on sales/marketing activities, providing information on status of prospects using Salesforce.com.
7. Maintains appropriate key client data base to ensure an accurate and updated mailing list.
8. Ensures that all sales contract agreements and appropriate exhibits are complete and accurate.
9. Participate and contribute to staff, management and planning meetings as required where the following topics will and may be discussed:
 - a. Sales process to include the business structure necessary for added customer value and long-term relationships.
 - b. Production of marketing materials and sales kits.
 - c. Customer research, market conditions and competition data.



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10. Attending local and national sales seminars and conferences as needed.
11. Responsible for meeting sales goals, objectives and time frames.
12. Responsible for monthly reporting of sales department showing new business, goals and objectives and productivity using Salesforce.com.
13. Participates and conducts educational seminars and sales programs to agents, brokers, providers and employers where necessary.
14. Travel, as required.

QUALIFICATIONS

Education:

- Bachelor's degree in Sales, Marketing, Business Administration, or a related field.

Experience:

- Minimum of 5-7 years of experience in Sales within the third-party administration industry.
- Proven Negotiation skills
- Existing relationships with Brokers and consultants throughout Texas.

Industry Knowledge:

- In-depth understanding of the third-party administration industry, including healthcare, insurance, retirement plans, or related fields.
- Strong working knowledge of self-funding, medical stop loss, and cost containment

Communication Skills:

- Exceptional verbal and written communication skills.
- Ability to communicate complex ideas and solutions effectively to clients.

Analytical Skills:

- Strong analytical and problem-solving skills.
- Ability to analyze data and trends to make informed business decisions.

Team Collaboration:

- Ability to collaborate effectively with internal cross-functional teams.
- Experience in leading and motivating teams is a plus.

Customer Focus:

- Strong customer-oriented mindset with a focus on client satisfaction.
- Ability to anticipate client needs and exceed their expectations.



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Technology Proficiency:

- Proficiency in using CRM software and other relevant business tools.
- Advanced skills in Microsoft Office Suite (Word, Excel, PowerPoint).

PHYSICAL REQUIREMENTS

While performing this job, the employee is frequently required to sit, talk, and hear. The employee may occasionally lift and/ or move up to 30 pounds. Specific vision abilities required by this job include close vision and the ability to adjust focus.

The work is primarily in an office setting. The noise level in the work environment is moderate.

The duties listed above are intended only as an illustration of duties, and not an all-inclusive list. The omission of specific statements of duties does not exclude them from the position if the work is similar, related, or logical to the position.

Cover letter and resume can be submitted to:

Beth Booe

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