

Job Title: Producer, Employee Benefits – Tulsa, OK

The Company

Premier Consulting Partners, LLC is a leading advisory and consulting firm with an entrepreneurial spirit. Everything at PCP is centered on client success. Such is our slogan, “Partnering to create strategies for success.”

The Business

In 2005, we brought together our very specific experience levels and areas of proficiency. All partners have their own distinct discipline and knowledge base. We design and deliver solutions that manage risk, optimize benefits, cultivate talent, and expand the power of capital to protect and strengthen institutions and individuals. We’re energetic and passionate about our clients-applying our brand of expertise to every recommendation we make. And we do so in a way that fosters trust, builds relationships, mutual respect and open communications.

JOB SUMMARY

Work with company owners, presidents, CEO’s, controllers, human resources professionals and executive directors to tailor employee benefit and human resources programs. Spends a significant portion of their time seeking out new business. Builds and maintains relationships with a large network of contacts in order to facilitate new business production.

KEY FOCUS AREAS

- Business Development
- Cross Sell and Deep Sell
- Prospect Base Development

Primary duties & responsibilities include, but are not limited to:

- Drive new business generation and manage the client relationship life-cycle from lead generation through proposal and close to post-sales service.
- Work closely with Employee Benefits Practice Leader to set and achieve sales goals and with Director of Client Management and/or client service team members to ensure the delivery of superior service.
- \$250,000 in new business revenue generation annually.
- Identify and qualify Middle Market prospects for business from potential clients.
- Maintain a consistently strong and active new business pipeline in line with company goals.
- Develop new and maintain existing relationships with individuals responsible for insurance and risk management decisions at prospective clients.
- Actively participate in and take leadership roles in targeted industry or community associations and/or boards.
- Design individual prospect sales strategies and develop unique prospect programs.
- Understand the Premier Consulting Partners value proposition for each opportunity and align the firm’s resources and expertise with individual client sales strategies.
- Provide proactive advice to existing clients on potential exposures and regularly suggest ways to positively impact the client’s bottom line, including resolving client issues before they become “problems”.
- Actively support the client management team in the renewal process, including participating in renewal meetings and reviewing and providing feedback on renewal strategy
- Participate in and lead Client Stewardship Meetings.

Qualifications & Skills:

- Minimum of 3 years employee benefits experience, most of it in a sales role in an employee benefits brokerage/consulting firm, insurance carrier or TPA.
- Proven track record of successfully developing a pipeline, delivering effective sales strategies and a reputation as a client-centric sales professional.
- Comprehensive working knowledge of employee benefit, wellness, consumer-driven healthcare and disease management principles and methods of selling products such as Health, Dental, Vision, Life, LTD, STD and work site.
- Demonstrable evidence of track record of success in composing services and value propositions; sales marketing strategies and tactics; technical knowledge of insurance and risk management products, services, and value propositions; pipeline management; and cross-selling.
- Ability to identify and leverage essential information and think in a critical and logical manner.
- Must be detailed oriented and have the ability to multi-task in a fast paced and dynamic environment where initiative and self-motivation are required, as is the ability to work in a client-centric strategic and decisive manner according to tight deadlines.
- Demonstrable leadership skills and the ability to manage, direct and inspire others.
- Excellent communication (written, verbal and oral) skills and interpersonal skills essential.
- Ability and desire to work in a company with a strong corporate culture and varied personalities.
- Proficiency in the use of company-sanctioned software, including core knowledge of Sales Force, Microsoft Word and Excel as well as the navigation of the Internet.
- Ability to travel required.
- Bachelor's degree preferred.
- Valid State-relevant Insurance license(s).

What can we offer you?

Competitive salary and a comprehensive benefits package including life, medical, dental, vision, flexible spending accounts, disability coverage, and many other options to full time employees.