

Lawley

INSURANCE | EMPLOYEE BENEFITS

Medicare and Individual Health Consultant

These are the *fundamental* components of the job:

- Prospects, solicits, quotes and consults for new business that advises individuals (under 65 and over 65) with health insurance options including Medicare advising and NYS exchange
- Presentations and educational seminars to C-suite/decision makers/employers and employees in need of Medicare advising services
- Cross sell within Lawley current client base to enhance book of business and participate in team sales or cross sell opportunities
- Prepare and execute a business and production plan
- Completes all required applications and documentation; obtains signed application
- The professional persona required of the successful candidate includes but is not limited to; the facilitation of, or delivery of presentations to C-Suite level clients, positive internal and external business interactions and the overall ability to manage productive relationships within this collaborative position

Other *functions* of the job:

- Expand and grow in your role when supporting miscellaneous duties as requested

Skills / traits that we value for this role:

- License to sell and service Medicare products
- Eligibility to be certified and to maintain certification in New York State, as well as other states as required
- Open to continuing education, Associate degree or higher preferred
- Positive attitude, even in a fast-paced environment
- Ability to make customers and coworkers feel important and valued
- Ability to effectively multi-task, work quickly and efficiently
- Precise verbal and written communication skills, even under time constraints



'Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to age, race, creed, color, religion, sex, sexual orientation, national origin, citizenship, immigration status, gender identity or expression, military status, familial status, marital status, disability or genetics.'

A bit about Lawley!

- We are not a call center environment
- We achieve success by building genuine relationships together, with our teams and clients
- We are a family owned insurance broker (nearly 70 years!)
- We are deeply committed to the communities we serve and love to get involved
- We work hard and play hard!!!

Why Lawley?

- Competitive salary and referral bonuses!
- Expansive Benefits (Medical, Dental, Vision—and SO many more)
- 3 weeks of PTO (prorated based on start date) AND a generous holiday schedule – available 1st day!
- Company 401K contribution received starting Day 1 (for participants 21+ years old)
- Educational support, career development, and growth opportunities
- Job Security (we've never had a lay-off, even during the pandemic)
- Flexibility, including hybrid schedules! Business hours 8am-4:30pm
- Comfortable, family-oriented culture, with an emphasis on work life balance
- Unlimited Volunteer Time Off opportunities (so you can assist in serving our communities)
- Fulfilling opportunities that align with your career path and our business needs

The compensation range for this position takes many factors into consideration including but not limited to: years of experience/training, skill set, and licenses/designations. It is not typical for an individual to be hired near the top of the range for a position as circumstances and location can vary in every hiring situation. A reasonable estimate of the current range is \$56,750 to \$101,279.75.

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