

Telemarketer

We have an immediate need for all Telemarketers seeking a fun working atmosphere, that's business casual and profitable at the same time. This is the place to be! You must have a great phone voice, with excellent communication skills. We're looking for a motivated, outgoing individual to join us in this excellent opportunity. Working in a supportive team environment, you would have the opportunity to directly help individuals with healthcare needs as you offer them our quality health programs. Enjoy growth potential, performance incentives and a true work/life balance when you apply your talents with us!

Responsibilities:

- Making calls to individuals in order to gather company specific data and existing employee benefits
- Providing some support to the sales administrative coordinator
- Perform outbound telephone calls to identify sales opportunities
- Translate interested contacts into sales leads and provide this information to the appropriate sales specialist
- Independently create call plan each day to reach performance objectives
- Prepare productivity reports identifying prospects contacted and appointments generated
- Participate in the development of call scripts and share call approaches with other teammates
- Follow-up calls to direct marketing programs.
- Setting up daily/hour plans to meet personal performance objectives (90% phone time: 10% admin/planning).

Qualifications:

- Prior sales and/or telemarketing experience is required, as are strong telephone communication skills.
- Customer service-related experience is also required.
- Must be willing and able to obtain and maintain a state insurance license.
- An understanding of Medicare and/or Medicaid is preferred, along with health plan experience.
- Administrative assistance or call center is helpful.
- Computer proficiency is a must.

Education and Experience:

- High School Diploma and Bachelor's or other 4-year degree preferred
- Minimum of 3 years tele-prospecting experience, preferably with high technology markets
- Skilled in open-ended questioning
- Comfortable gaining the interest of business owners and executives, as well as IT staff
- Superior time management and organizational skills
- Ability to handle multiple projects
- Proven interpersonal verbal communications and writing skills required
- Demonstrated ability to operate and utilize marketing computer systems as well as general business software including MS Word, Excel, and Outlook email