

Business Development Representative

Are you ready to start fresh by selling with an innovative benefits company that's helping Americans cut healthcare costs and confusion - with consumerism tools that actually get used?

Do you have 2-3 years proven success in lead generation and sales? Do you have experience maintaining and nurturing a large pipeline of potential clients in the employee benefits space?

Are you excited to develop and grow your sales skills? Are you a curious, customer-loving, fast-paced, fun, self-starter?

If you said yes to those questions, you could be the perfect freshbenies Business Development Representative. Your focus will be discovering, researching, qualifying, and recruiting employee benefits brokers and key partners across the country.

You'll be challenged with hitting an aggressive goal, adding to a developed block of prospects and driving efforts to recruit new brokers who need a fresh approach. This role is not about sending high volumes of generic outreach - it's about creating relevant, thoughtful conversations with the right broker partners.

This position reports to the CEO and works hand-in-hand with a focused and supportive freshbenies team to move a prospect forward in the freshbenies proven process.

The freshbenies culture is transparent, fun, casual and innovative. But make no mistake, we're a professional and hard-working team - the pace is fast.

If you're a self-starter who...

- believes that any benefits plan is better with freshbenies
- understands the needs of brokers, their agencies and clients
- is disciplined in generating leads and consistently pursuing the sales process
- values quality over quantity in prospecting and outreach
- maintains a clean, accurate CRM with clear pipeline visibility
- is able to consistently set 12-16 discovery conversations per month
- enjoys travel across the country - at conferences and market broker visits
- grasps how to teach and sell a strategy vs. a product - a concept vs. a quote
- stays up to date with the latest trends and best practices in social selling
- is curious and actively thinks about how to apply lessons learned
- is a servant leader who values an awesome team that truly has your back

...then you might be the person we're looking for!

Start a "fresh" new chapter in your sales/healthcare career. Email your resume and your LinkedIn profile to careers@freshbenies.com for next steps!