



Sales Lead for Healthsource RI for Employers

Faulkner Consulting Group is looking to hire a mission driven, experienced sales professional to join our team at HealthSource RI (HSRI), Rhode Island's health insurance exchange. The **Sales Lead for Healthsource RI for Employers** is a critical role of the HSRI team responsible for the overall sales effort of the Small Business Health Options Program (SHOP), known as HealthSource RI for Employers. The **Sales Lead for Healthsource RI for Employers** works directly with brokers, industry, trade and business groups in Rhode Island including the chambers of commerce, SBA, NEBA, Small Business Advocacy Council, and the RI Business Coalition. The **Sales Lead for Healthsource RI for Employers** is the public face of HealthSource RI for Employers and is responsible for business development, relationship management as well as creating and executing sales strategies.

The **Sales Lead for Healthsource RI for Employers** will support the overall mission and vision of the *HealthSource RI for Employers* team in sales growth and continuous improvements. The **Sales Lead for Healthsource RI for Employers** will do this by focusing on three main areas:

Broker Relations/Business Development:

- Increase HealthSource RI for Employers enrollment numbers by developing long-term and meaningful relationships with insurance brokers and agents.
- Organize broker meetings in one-on-one as well as group settings.
- Manage relationships between HealthSource RI for Employers and small businesses, brokers, agents, associations and industry leaders to achieve best possible performance for the program.
- Coordinate and attend state-wide events with chambers of commerce, SBA, trade groups and industry leaders throughout Rhode Island.
- Conduct trainings and regular webinars for brokers, partners, and clients, providing them with the tools and information they need.

Vendor Sales Oversight:

- Provide guidance, oversight and strategy to a vendor team that executes day to day sales function.
- Oversee new sales leads and ensure timely and proficient handling by the vendor sales support team.
- Assume primary responsibility for well executed coordination of sales opportunity events, including coordination with vendor team for staff attendance.
- Ensure timely and accurate customer responses that adhere to quality standards regarding account activity and maintenance.

- Serve as a knowledge base for vendor team by provide guidance on addressing complex sales and service issues.

Sales Strategy:

- Work directly with HSRI leadership in setting goals and developing strategies to increase sales.
- Provide input on product offerings and coordinate new initiatives.
- Analyze data and develop processes to streamline and improve the sales process.
- Coordinate and host bi-weekly sales meetings, reviewing renewals, new business opportunities, and client leads.
- Coordinate collateral design, marketing plans and long-term operations plan with the HSRI marketing team.

Qualifications/Requirements:

- Bachelor's degree
- Minimum 5 years professional sales experience
- Mission driven with a strong belief in affordable healthcare for all
- Demonstrated experience in business development and relationship building
- Preference given to candidates with established relationships with RI business groups and/or insurance brokers
- Experience with health care or health insurance industry required
- Willingness to work flexible hours in morning and evening to represent HSRI at events
- Experience working in a highly matrixed and complex organization
- Top notch communication skills to peers and customers – written and verbal
- Proficiency in Microsoft Office

Competencies:

- Successful track record in meeting sales growth goals
- Thrives in a fast paced, deadline driven, ever changing environment
- Self-motivated, able to work independently
- Polished and professional
- Ability to build collaborative relationships
- Positive “can do” attitude
- Ability to multi-task
- Organizational skills, with a strong attention to detail

Work Environment:

Faulkner Consulting Group is a virtual company, all work is done at client offices. This position is 50% in a professional office environment and 50% travel throughout Rhode Island.

Interested candidates should submit cover letter and resume to hiring@faulknerconsultinggroup.com. [Applications without a cover letter will not be considered.](#)

Faulkner Consulting Group www.faulknerconsultinggroup.com

Faulkner Consulting Group (FCG) is an experienced health policy consulting firm focused on the intersection of public and private programs. FCG has expertise in national and local trends in health policy, including federal and state health program design and state regulatory policy.

FCG works with payers and providers to tackle health care policy projects with a fundamental commitment to client partnership. We work side by side with our clients to ensure that our policy analyses and guidance fit within the clients' business models and capacity. We bring an analytical perspective to health policy issues with an emphasis on data-driven decision making.

FCG and HealthSource RI

HealthSource RI offers a place for Rhode Islanders to easily compare health insurance options, learn if they qualify for government subsidies or Medicaid, and enroll in insurance. It provides tools, resources, and information to individuals, families and small businesses to weigh a range of insurance options and choose a plan that fits their needs. HealthSource RI coordinates enrollment, billing and eligibility for tax credits, all in one convenient place, with experts available to help with any questions, concerns or issues.

Since the spring of 2011, Faulkner Consulting Group has been working with the state of Rhode Island to create and implement HealthSource RI. Our consultants oversee many aspects of HSRI design and development, including vendor relationships, financial analysis, coordination with other states, stakeholder communication, and interfacing with federal authorities.

EEO Statement:

It is our policy to provide equal employment opportunity to all persons, without regard to race, color, creed, religion, national origin or ancestry, sexual orientation, gender identity or expression, marital status, age, disability, genetic information, veteran status, or any other legally protected status under local, state, or federal law. FCG is an at-will, equal opportunity employer. FCG hires and promotes individuals solely on the basis of their qualifications for the job to be filled.

Disclaimer: This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.