



**Job title:** Reinsurer Sales Executive

**Reports to:** SVP New Markets

**FLSA Status:** Exempt

**Location:** Remote

The Reinsurer Sales Executive responsibilities include selling AMPS products/services to Stop Loss Reinsurers and MGUs, as well as meeting or exceeding annual sales production target as directed by the SVP New Markets. This role is also responsible for creating, maintaining and managing to their individual sales plan as directed by the SVP New Markets.

**Essential Job Duties:**

- Maintain confidentiality and HIPAA guidelines to ensure the confidentiality of all members and clients.
- Acts as AMPS sales representative to prospect and build new revenue sources with Stop Loss Reinsurers and MGUs. Key products to be sold include but are not limited to AMPS' Medical Bill Review, Reference Based Pricing products, Stop Loss and Pharmacy capabilities.
- Attain and maintain alignment with SVP New Markets on individual annual Stop Loss/TPA sales executive production target.
- Create and execute to their respective annual individual sales plan.
- Coordinate with SVP New Markets and Chief Revenue Officer on all product, pricing and go-to-market strategies.
- Closely coordinate with Marketing, Product and Account Management areas on applicable initiatives as directed by SVP New Markets.
- Other training and project initiatives as directed and assigned by SVP New Markets and Chief Revenue Officer.

**Supervisory Responsibilities:**

- N/A

**Skills/Abilities:**

- Excellent verbal and written communication skills
- Excellent sales and customer service skills
- Strong analytical and problem-solving skills
- Confident decision-making abilities
- Ability to work independently and within a team environment
- Ability to travel on an as needed basis

**Education/Experience:**

- Bachelor's Degree in Business or a relevant field
- Minimum of 7 - 10+ years healthcare sales experience
- Must be L & H licensed

**Physical Requirements:**

- Commensurate with position/as defined by HR

*Advanced Medical Pricing Solutions (AMPS) provides market leading healthcare cost containment services for self-funded employers, public entities, brokers, TPAs, payers and many other entities. As we continue to grow, we look for driven professionals who share our core values. We take a "one team" approach to keeping clients satisfied and engaged with our products and services for the long-term.*