



## Medicare Resource Specialist

### Position Overview

Our client, **Benefits All In**, located minutes from downtown Cincinnati, is a healthcare consulting firm that specializes in helping employers build better programs to support the unique insurance needs employees may have. They pride themselves on giving families expert knowledge and resources that provide piece of mind and ultimately make healthcare more affordable. Benefits All In has a passion for reducing barriers and changing lives.

They are currently seeking a **Medicare Resource Specialist** to join their rapidly growing team. This client facing role provides high-level service to families needing assistance in understanding their health coverage options. Developing relationships and providing client leadership is the key to success in this position.

Benefits All In highly values their employees and is looking for someone with a distinctive background in Medicare to add to their strong and collaborative team. You will enjoy a positive work environment as well as a hybrid work schedule with the ability to work remotely up to two days per week. Are you someone with a growth mindset who has passion and a strong attitude to get things accomplished and help others? If so, let's talk

### Key Responsibilities

- Present products and programs to potential prospects, including Medicare Advantage, Medicare Supplements, Prescription Drug Plans and Specialty
- Provide one-on-one service to members by educating them on the healthcare options available
- Build and maintain client relationships with continuous communication and follow up
- Develop plans and implement strategies for all assigned client accounts
- Identify new business opportunities by initiating communication with decision makers
- Find opportunities to improve delivery process

### Requirements

- 5+ years of experience in insurance industry and knowledge of insurance concepts (e.g., deductible, coinsurance, premiums, risk management)
- Medicare experience (presenting and enrolling products and programs to potential prospects, including Medicare Advantage, Medicare Supplements, Prescription Drug Plans and Specialty)
- Associates degree preferred
- Basic computer literacy (typing/data entry, managing email, basics of Excel, PowerPoint, Word)
- Experience in Salesforce and Dropbox
- Excellent written and oral communications along with strong time management and organizational skills
- AHIP certified or must be willing to become licensed

### Desired Attributes

- Experience in Salesforce and DropBox
- Strong knowledge of insurance concepts (e.g., deductible, coinsurance, premiums, risk management)
- Ability to establish goals and manage time to ensure completion of them
- Self-motivated and take initiative
- Excellent interpersonal communication and has had experience managing customer objections and complaints
- Comfortable working in a fast-paced environment

**Benefits & How to Apply**

**Benefits include a competitive base salary, being part of a growing company, as well as a competitive and comprehensive benefits package including 401k, attractive healthcare coverage, dental, vision, and employer-paid life insurance, ample paid time off, and a hybrid work schedule.**

A Slice of HR is working with this client on a retained search basis. If you meet the qualifications and want to join this team of talented individuals, please send your resume to [audrey@asliceofhr.com](mailto:audrey@asliceofhr.com).