



SALES CAREER/B2B SELLING

HMS is seeking an Insurance Sales Account Executive. Do you want to work in an exciting, fast paced industry with ***unlimited income potential*** selling complex insurance products and services to other businesses? Our career opportunity includes.....

- Comprehensive and on-going training and development
- Competitive starting salary during training period and until validation
- Earn commissions during validation period
- Build a client base as if it was your own business
- Work with other high income earners
- Compete in sales contests
- Bonuses for growth and retention
- Residual income for as long as you retain your customers
- Build a career that can offer you freedom and flexibility as you grow your client base
- Work independently as your knowledge and client base grows
- Comprehensive Benefits Package including Medical, Dental, HSA and Vision
- 401K with corporate matching
- Automobile allowance

KEY RESPONSIBILITIES

- Lead generation and prospect research using internet and social media platforms
- Cold calling
- Business to Business sales
- Work with business owners, executives and leaders in construction, manufacturing, commercial real estate, wholesale and retail industries, government contracting
- Attend sales meetings
- Make small and large group presentations

QUALIFICATIONS

- Bachelor's Degree
- 2-5 years sales experience – preferable, but not required
- Strong sales and customer service skills
- Ability to work independently or as part of a sales team/group
- Client focused sense of urgency and fast learner
- Solid written and interpersonal skills including active listening
- Ability to navigate various computer systems and software
- Strong organizational skills with the ability to effectively manage multiple tasks and prioritize client's needs
- Proficient in Word, Excel and Outlook