

# Medicare Sales Advisor

Vizance is looking for an experienced Medicare Sales Advisor to join our team!

## WHY JOIN VIZANCE?

Vizance has nearly 200 associates in 10 locations throughout Wisconsin and is among the top 1% of all insurance agencies in the United States, based on agency revenue. We are different from other insurance agencies – on purpose! The combination of our Culture, Independence, and Performance / System-Based Mindset clearly differentiates us as a company built to last. Our independence allows us to re-invest in our business and ensures optimal decision making and consistency for our associates and clients.

Vizance has earned a number of awards, including Top Workplaces, Best Places to Work, Future 50, and Fastest Growing Firms. We are proud to be a Minority-Owned Business Enterprise (MBE).

## WHAT YOU WILL DO AT VIZANCE

As a Medicare Advisor, you will inherit a book of business and will be expected to develop and maintain strong working relationships with your clients. You will also work with our carrier partners to ensure the timely and successful delivery of our client service standards.

This includes:

- Build positive relationships with clients through face-to-face, phone, and email interactions
- Provide professional and courteous service to clients
- Plan and execute client service plans
- Analyze client risks; execute coverage and program changes
- Develop positive working relationships with our partner carriers and team
- Promote marketing efforts such as mailers and seminars
- Stay up-to-date on what's happening in the markets

## WHAT YOU WILL BRING TO VIZANCE

- 5+ years of Medicare sales experience
- Wisconsin Accident and Health Insurance License
- Prospecting experience as well as the ability to meet sales goals and metrics
- Ability to work in a fast-paced environment with attention to detail
- Desire to be part of a growing and collaborative team
- Enthusiasm, exceptional communication skills, and a strong work ethic

## WHAT YOU WILL LIKE ABOUT BEING AN ASSOCIATE AT VIZANCE

- Comprehensive employee benefits package including medical, dental, vision, life, and disability insurance
- 401(k) match
- Paid Time Off (including your birthday)
- Sponsored education opportunities
- A supportive team environment that celebrates success
- Opportunities for growth

