



Job Description

Medicare Specialist

Office Locations:
Manhattan or Florham Park,
NJ

Position Reports to: Colin Scheifler, Director,
Consumer and Senior Markets

Approval Date:

Summary of Position

Savoy is an innovative benefits consulting firm and general agency. With over 30 years' experience, Savoy's strategic partnerships bring continued growth to brokers, carriers and vendors. Savoy tactically provides best-in-class products and services including comprehensive health and specialty benefits, compliance, HR services, technology solutions, research, education and other employer-related services.

The Medicare Specialist will recruit, train and develop brokers selling all lines of Medicare business (Medicare Advantage, Part D and Medicare Supplement) and help develop other Medicare opportunities available to Savoy.

Key Objectives

- Increase sales and revenue generated by Medicare lines of business (Medicare Advantage, Part D and Medicare Supplement)
- Build and retain a broker network that will help meet sales and revenue goals

Job Responsibilities

Serve as the primary point of contact and expert resource for brokers selling Medicare lines of business:

- Recruit and train Medicare agents in existing and new geographical markets
- Educate brokers on all Medicare carriers, products and CMS rules and regulations
- Assist brokers in developing their books of business, including prospecting, marketing and cross selling
- Strategize with brokers on sales opportunities
- Conduct ride-alongs with brokers
- Facilitate meetings, events and other lead opportunities between carriers and brokers when available
- Collaborate with other Savoy staff to identify and capitalize on Medicare opportunities in group markets
- Provide input and expertise on Medicare carriers and FMOs
- Identify new carrier contracting opportunities
- Assist in resolving service, billing and claim issues as needed

Additional responsibilities may include:

- Companywide resource regarding NJ, NY, PA & DE carrier plans, procedures, etc.
- Companywide overflow assistance:

- Updating renewal data or new case input, Terms, Additions, Conversions, etc. into systems
 - New case installation
 - Tracking of submissions and notifying brokers upon completion
- Responsible for training additional staff/brokers as needed (webinar / CE / Educational Events)
- Other responsibilities as assigned by Management

Position Qualifications

- Applicant must sign an Employee Confidentiality, Non-Competition and Non-Solicitation Agreement, and an Application for Employment
- BA/BS preferred but not required
- 4 – 5 years Medicare (Medicare Advantage, Medicare Supplement, Part D) insurance experience, either as a broker or carrier representative
- Knowledge of broker distribution channel, Medicare brokers and carriers
- NJ and/or NY Health and Life License required; PA and Delaware licenses also preferred

Position Requirements

- Ability/willingness to travel throughout Northern New Jersey and the New York market either by use of personal car or mass transit
- Valid, active driver's license
- Compliance with all state and federal rules and regulations
- Maintenance of active producers licenses as required by each state

Candidate Development

- Performance reviews will be performed annually
 - Opportunities for advancement will be based upon merit and exemplary results against business objectives
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