



Sales Executive

What You'll Do:

The Sales Executive will meet or exceed growth targets by identifying and pursuing new sales with TPAs, benefits brokers, and consultants, through initiatives including direct calling, in person presentation, trade shows, industry events, conferences, campaigns, entertainment, and other means as directed. You will act as the primary point of accountability for the end-to-end new business proposal process by working with the marketing department to ensure proper strategy development and execution, clarifications, coordination across internal departments, and error-free, complete, and compelling proposals submitted by deadline and lead finalist presentation strategy and preparations.

The Sales Executive works closely with the Clinical Account Executive to develop and execute strategic retention and growth plans beginning at time of award through implementation and renewal, including onboarding, new product promotion, upselling, and trend story/ROI. You will foster ongoing and mutually beneficial relationships with assigned TPAs, benefits brokers, and consultants, and maintain a solid knowledge of Serve You Rx products and services, and positive branding of Serve You Rx within the industry while effectively and professionally presenting Serve You Rx services, capabilities, and mission to current and prospective partners.

Qualifications:

- Bachelor's degree in Business or related degree or equivalent experience.
- Minimum of three years of previous sales, account management, PBM sales and/or health insurance experience.
- Maintain a valid driver's license and personal insurance liability coverage.

Why Serve You Rx?

In addition to the great workplace culture, Serve You Rx offers generous benefits to include: medical, dental, vision, 401k, HSA, FSA, identity theft, pet insurance, and a generous paid time off policy.

Qualified applicants are encouraged to apply! Send your cover letter, resume and salary requirements to hr@serve-you-rx.com