

Position Description: Manager of New Sales, Portland, OR

Salary: \$103,000 Base Salary. Total comp target \$160,000

Company Information

The company is the largest nonprofit health insurance plan that serves Washington, Oregon, Idaho, and Utah, covering more than 2.5 million lives. They are committed to the communities in which they serve and have been here for more than 90 years. They have won numerous awards for their community involvement. They manage more than \$8.9 billion in member premiums annually and maintain reserves of nearly \$1 billion. This financial stability means they will be here when customers need them most.

Community Information

Portland is Oregon's most populous city. Approximately two million people live in the Portland metro area, the 23rd most populous in the United States as of July 2006. Portland is known for its large number of microbreweries and its coffee fanaticism. It is also the home of the Trail Blazers NBA team. In a 2009, a global consulting firm ranked Portland 42nd worldwide in quality of living.

Your Role within the Company

- Manage a sales team (2 senior sales reps, 7 sales reps, 1 support staff) to generate new business leads by cold calling, entertaining prospects, invitations to seminars, etc..
- Meet or exceed team's sales goal of approximately 29,000 new members.
- Develop account strategies, forecast, set goals, performance manage, coach
- Develop strong relationships within the organization (i.e., healthcare services, customer service, underwriting, communications) to assist team in understanding and utilizing the resources available and to encourage growth and member retention.
- Prepare and direct meetings, training sessions and/or presentations
- You will manage your own book of business, step in and do deals and also work w/ sales executives as needed, especially on larger, self funded prospects.
- Increase the team's bench strength so there are top technical people who are very well versed on self funding.
- Manage expense accounts and personnel costs based on company budgets.

Background Profile

- Track record of sales and sales management success
- Strong presentation skills
- Skill in explaining technical information to nontechnical audiences
- A thorough understanding of self funding
- Comprehensive understanding of local, regional, and national markets and pricing trends.

Company Employee Benefits

- A choice of medical and dental plans, Life and AD&D, Short-Term and Long-Term Disability coverage and 401(K) Savings plan
- Health Care and Dependent Care Flexible Spending Accounts (CREA)
- Mass Transit Company Subsidy, Transportation and parking spending accounts (CREA)
- Legal/Financial Services Plan , Voluntary Benefits and Employee Assistance Program.