



Title: Account Executive – Idaho Based

Company: Total Benefit Solutions

A proven industry leader in Washington state, and Alaska, Total Benefit Solutions is now **seeking an Account Executive for our new satellite office in Idaho!** An international wholesale employee benefits brokerage and third-party administrator, we are a team of service-oriented and self-motivated individuals focused on providing innovative insurance solutions to our clients, all backed by an unparalleled level of support.

We are looking for an ambitious, enthusiastic, and tenaciously driven individual with outstanding interpersonal skills and a knowledge of the local Idaho market. Someone who is great at creating and maintaining relationships and has a proven sales process.

So, if you have imagined working for a company that values change, and encourages progress, a company that offers exceptional growth opportunities for those up to the challenge, a company that highly values all the people that help it succeed—its clients and its team members-- then come join us!

Responsibilities include:

- Developing and maintaining strong relationships with groups and brokers.
- Generating, selling, and implementing new business in conjunction with servicing and managing existing accounts.
- Using excellent listening and communications skills in order to effectively identify and evaluate benefit needs and coverages, provide guidance, and close sales.
- Consistently following up with brokers and groups on quotes. Supplying product education, and showing clients which of our product solutions are the best and why.
- Assuming complete authority and responsibility for the production, management, retention and collection of premium for self-generated accounts, as well as any that may be assigned by management.

We are proud to offer competitive compensation including base salary, performance based bonus programs, and a comprehensive benefits package.

If you think you are up to the challenge and are interested in joining our dynamic team then submit your resume and cover letter to: hr@tbsmga.com.

Total Benefit Solutions is an Equal Opportunity Employer.