



## ACCOUNT EXECUTIVE

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Help take Platinum's worksite sales department to the next level. Platinum Supplemental Insurance, a marketer of supplemental insurance policies with over 70,000 customers throughout the Midwest, is expanding its worksite sales division. We need highly motivated and experienced account executives to pitch the concept of Platinum's voluntary supplemental benefits to businesses. (Our team of presenters then goes into the business to present and sell directly to employees.) Account Executives are based in our home office in Dubuque, Iowa and are responsible for generating new leads (25%); following up on leads generated by our inside sales department (50%) and maintaining existing relationships with accounts. This position reports to the vice president of worksite sales. Salary + Commission + Bonuses and generous benefits package.

**Why choose Platinum?** At Platinum Supplemental Insurance, you'll be part of a fun, family-friendly company with a genuine interest in improving the lives of its customers and employees. Named one of Dubuque's "Winning Workplaces," Platinum boasts an entrepreneurial culture that values employee input and collaboration, a healthy work-life balance, and excellent opportunities for career growth.

### Primary Responsibilities:

- Conduct consultative one-on-one 'concept' meetings with business owners, benefits coordinators or HR professionals to sell the idea of offering Platinum's supplemental insurance policies to employees.
- Develop long-term partnership with account
- Keep timely and accurate notes of account activity in Salesforce.com
- Travel throughout Iowa, Illinois and Wisconsin. Overnight travel required (30%)

### Job Requirements:

- Clearly articulate the concept of supplemental insurance and the unique benefits of our policy to potential clients
- Create and manage a pipeline of sales opportunities from current and prospective clients to ensure sales goal is met
- Meet and exceed sales goal
- Life & Health insurance license will be required within in 90-day training period
- Daily driving travel ; some overnight travel required (30%)
- Takes initiative to solve issues

### Skills & Qualifications:

- Track record of successful business-to-business sales is mandatory; 3 to 5 years of experience in sales, service and account management
- Proven experience developing and maintaining long-term partnerships in a business-to-business environment
- Ability to quickly establish rapport with prospects; qualify opportunities; build vision; create desire; determine and effectively handle sales objections is essential
- Thrives in a fast pace environment; motivated by success
- Lives by the numbers. You always know the current state of your pipeline
- Experience with Salesforce.com or similar CRM system
- Exceptional communication, collaboration and interpersonal skills to work on a consultative basis with business professionals

## **Benefits:**

- Competitive base salary plus commission
- Comprehensive benefits package ( health, dental and vision; life insurance; short- and long-term disability; retirement plan with employer matching)
- Paid vacation and holidays
- Company-sponsored incentive trips and bonus programs
- Highly skilled in-house sales support and customer service teams to ensure the long-term satisfaction of your customers
- Team support and training to ensure your success, including training required to become a licensed insurance agent (if not yet licensed).

## **About Platinum:**

Platinum Supplemental Insurance is one of the most innovative marketers of exclusive supplemental insurance products in the Midwest, offering custom-designed products that include: Cancer Heart Attack and Stroke; Hospital Indemnity and Accident insurance.

Headquartered in Dubuque, Iowa, Platinum's growth is a direct reflection of its commitment to exceed customer expectations with excellent service and affordable products that are underwritten by highly rated companies. Platinum has proudly held an A+ rating from the Better Business Bureau since 2004 for meeting the bureau's accreditation standards year after year.

## **Equal Opportunity Employer:**

Platinum Supplemental Insurance is committed to providing equal employment opportunities (EOE) to all employees and applicants for employment without regard to race, color, gender, religion, sexual orientation, national origin, age, disability, marital status, amnesty or veteran status.

## **How to Apply:**

For consideration, applicants should submit their cover letter, resume and reference information to: [agravel@pltnm.com](mailto:agravel@pltnm.com).