

Job Posting

Sales Representative – Remote work - \$24/hr. – Total earning potential of 6 figures

At Liberty HealthShare, the country's most comprehensive healthsharing organization, we believe our employees are our most important asset. As a **Sales Representative**, you will be supporting one of the largest HealthShare ministries in the United States by providing your professional expertise and guidance to our potential members who are located throughout the country. As a Sales Representative, you will acquire basic information from the inbound caller, answer questions, provide program options, conduct outbound calls, and send email and text communication to prospective members. The Sales Representative will serve as a consultant to the caller, helping the prospective member select the right program according to the caller's situation and budget.

Liberty HealthShare offers health-conscious individuals and families an affordable way to share medical care expenses in a like-minded community. Liberty HealthShare is not insurance. We are a Christian membership-based, non-profit organization where we help facilitate the voluntary sharing between members to pay each other's eligible medical costs. The ministry is recognized by Charity Navigator as one of the most efficient healthsharing organizations in the country.

We offer a highly competitive base salary, a rewarding incentive model, and the opportunity to work remotely. The package includes several options for health care, a Health Savings Account (HSA), and 403(b) retirement plan with a match of up to 5%.

Starting at \$24/hour – with bonus - total potential earnings in the 6 figures.

3+ years of successful sales experience, in lieu of a degree.

Paid Training.

Hiring for multiple shifts.

Currently asking for Ohio residents only.

See what we are about...

Working at Liberty HealthShare:

<https://libertyhealthshare.wistia.com/medias/qw2p6f9e3j>

Visit our career page at:

<https://www.libertyhealthshare.org/career>

Primary Duties and Responsibilities:

- Work together with other Sales Representatives to educate prospective members about healthsharing and evaluate their needs to determine the best programs for their situation.
- Ensure the delivery of personalized customer service through timely responses and accurate member program enrollment.

- Answer program inquiry calls for general information, addressing and resolving customer concerns or questions.
- Sales Representatives are assigned new leads each month.
- Proficient in modern sales methodology, verbal skills, computer skills and the ability to learn the department's software system including CRM.
- Must be a team player willing to accept and promote organizational goals and function with minimal supervision.
- Works collaboratively with team members to achieve monthly, quarterly, and annual membership goals.
- Maintain HIPAA certification and member confidentiality.

Secondary Duties and Responsibilities:

- Nurtures and manages member relationships to improve loyalty and retention.
- Excellent time management and organizational skills (without direct supervision).
- Motivation to succeed and a passion for helping others.
- Detail oriented and process driven.

Required Qualifications & Skills:

- Prior sales and/or customer service experience is required.
- Demonstrated ability to reach established membership goals.
- Proven track record of responding quickly to customer needs and ability to make decisions in a timely manner.
- Proven track record of delivering results and working towards membership targets.
- Ability to work in a fast-paced environment & follow through on commitments.
- Highly motivated with a customer service mentality with ability to build relationships.
- General digital literacy including Microsoft Office.
- Ability to quickly learn product knowledge and processes.

Experience and Education:

- Bachelor's degree in an applicable field from an accredited institution preferred.
- 3+ years of relevant sales experience, in lieu of a degree.

Benefit package that includes the following options:

- AultCare with prescription coverage
- Health Savings Account (HSA) with employer contribution
- Employer-sponsored dental plan
- Liberty HealthShare program options
- AFLAC plans available
- 403(b) retirement plan with employer match up to 5% upon hire
- Paid Time Off (PTO)
- Employee Assistance Program (EAP)
- Company paid holidays
- Bonus referral hiring program
- Multiple shifts available
- Onsite training

- Minister on staff
- Opportunities for advancement

EEOC Statement

Liberty HealthShare provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Liberty HealthShare complies with applicable state and local laws governing nondiscrimination in employment. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. Liberty HealthShare expressly prohibits any form of workplace harassment based on race, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Liberty HealthShare employees to perform their job duties may result in discipline up to and including termination.

Job Type: Full-time

Pay: Competitive wage based on experience, plus incentive program.

Expected hours: 40 per week and overtime as needed.

Shift: 8-hour shift

Supplemental Pay: Incentive plans

Work Location: Remote