



Job Posting

Job Title: Medical Consultant
Reports to: Texas State Manager
Location: Texas - Remote (FFC)

Position Description:

The Medical Consultant leads First Financial's efforts to maximize the K-12 market share for fully-insured, partially self-funded medical plans and Pharmacy Benefit Management. Will respond to medical RFPs providing multiple options for the client. Through effective leadership this position will drive medical sales and ensure medical sales quotas & revenue goals are obtained, build market share, promote product diversity, and ensure customer satisfaction. Working under the direction of the Texas State Manager, the position will develop and execute collaborative medical sales and business strategies in accordance with First Financial Group of America's practices. Other duties as assigned.

Qualifications

- 5-10 years of experience working with fully-insured, partially self-funded medical plans and in the Pharmacy Benefit Management (PBM) landscape.
- Experience working with reinsurance carriers and understanding carrier paper
- Experience working with stop-loss coverage and length of the specific and aggregate stop-loss contracts
- Experience in responding to and creating medical RFPs
- Experience in understanding client's medical needs and writing RFPs to provide multiple options for the client.
- Travel at least 50% of the time (with overnight stays)
- Proficiency with Microsoft Office – Word, Excel, PowerPoint & Outlook
- Strong customer service skills and a proven track record of handling sensitive client information.
- Must have proven oral & written communication, as well as presentation skills through work.
- Bachelor's Degree in Business Administration, Marketing or related field.
- Group 1 Life & Health Insurance License

Preferred Qualifications

- Knowledge of the K-12 market in relation to medical with specific understanding of SB1444
- FINRA Series 6 & 63

Must be able to obtain and maintain security clearances and successfully complete a thorough background check.

EQUAL OPPORTUNITY EMPLOYER