

Join Our Team: New Business Development Consultant Wanted!

Are you passionate about forging new partnerships, driving growth, and making a meaningful impact in the healthcare and employee benefits industry? If so, we have an exciting opportunity for you to join RMC Group's Health and Employee Benefits division as a New Business Development Consultant.

About Us

RMC Group is a leading provider of comprehensive risk management and insurance solutions. With a focus on innovation, integrity, and client satisfaction, we are committed to delivering tailored services that empower businesses to thrive in today's dynamic market landscape.

Our Health and Employee Benefits division is dedicated to helping business owners optimize their employee benefits packages, enhance employee well-being, and navigate the complexities of healthcare regulations. As a trusted partner, we strive to deliver innovative solutions that meet our clients' unique needs and exceed their expectations.

What You'll Do

As a New Business Development Consultant, you will play a pivotal role in driving growth and expanding our client base. Your responsibilities will include:

- Identifying and prospecting new business opportunities for the Health and Employee Benefits division.
- Building and nurturing relationships with prospective clients, understanding their needs, and presenting tailored solutions.
- Collaborating with internal teams to develop comprehensive proposals and strategies that address client challenges and objectives.
- Leading the sales process from initial contact to contract negotiation and closure.
- Staying informed about industry trends, market developments, and regulatory changes to provide strategic insights and guidance to clients.

What We're Looking For

We are seeking candidates who possess:

- Proven experience in new business development, preferably within the Health and Employee Benefits industry.
- Strong communication and interpersonal skills, with the ability to engage and influence C-Suite and other stakeholders.
- A results-driven mindset, with a track record of exceeding sales targets and driving revenue growth.
- Exceptional organizational and time management abilities, with the capacity to prioritize tasks and manage multiple projects simultaneously.

- Has a passion for innovation and continuous learning, with a desire to stay ahead of industry trends and best practices.

Other Qualifications

- Willingness to visit clients in person as needed
- Health & Life Agent License (Florida 2-15) required or eager to get licensed within 90 days of hire
- Bachelor's degree preferred, but not required
- Knowledge of HubSpot or other CRM system