

About People Corporation:

We are the leading edge provider of group benefits, group retirement and human resource services. With a growing national footprint, we are bringing together leading consultants in the industry to offer innovative and customized product solutions to clients. Our priority is the continued profitable expansion of existing operations through a focus on organic growth and the acquisition of synergistic companies.



How to Apply:

Interested candidates can forward their resume and cover letter to careers@peoplecorporation.com

Persons with disabilities who require accommodation in the application process or those needing an alternate format may email a request to careers@peoplecorporation.com or visit our website at: peoplecorporation.com/accessibility.

Benefits Consultant

You are an energetic, results driven individual who is self-motivated and excited by competition. You excel at developing new relationships and have a proven track record of strengthening existing ones. Your positive and can-do attitude allows you to excel in a fast paced environment while ensuring superior service and support is being provided to your clients. You are a proactive sales driver who enjoys working with an exceptional client service team who provides clients with excellent service and support.

Does this sound like you? If so, then we want to talk to you! We have a highly visible, Benefits Consultant position open that will play a vital role in the continued growth of our Company.

Reporting to the Director, Consulting Services at HealthSource Plus, a People Corporation company, the successful candidate will be responsible for identifying new business opportunities, developing new client relationships, negotiating and closing new business deals, providing exceptional customer service and support to clients, and maintaining knowledge of current market conditions.

Your Experience:

- You have a strong sales acumen.
- You believe in providing high touch, high quality customer service.
- You excel in communicating with others verbally, through compelling pitches, powerful presentations and written correspondence.
- You have a sound understanding and experience with group benefits.
- You are an active leader in new business opportunities.
- You are able to build and grow relationships with internal and external business partners.
- You have experience developing request for proposals (RFP) responses that speak to the client's needs.

Your Skills and Qualifications:

- You have a minimum of 2 years Group Insurance sales experience
- You have excellent organizational skills with outstanding attention to detail
- You have the ability to work well under pressure, against deadlines with minimal supervision
- You have a valid and current LLQP designation

What's in it for you?

- One of the most competitive compensation packages in the industry
- Unlimited earning potential
- Wealth creation - 'own' a piece of your commission stream
- Access to warm leads and backed by an exceptional Client Service team
- Expense support – Full expense budget

If you want a career with one of the fastest growing companies and you want to inspire and be inspired, then look at what People Corporation has to offer.