

- Position:** Health Savings Account Sales Representative
- Office Location:**
- 100 2<sup>nd</sup> Street SW, Waverly, Iowa
  - This position requires a great deal of travel, generally within Iowa, and occasionally over-night.
  - Working out of our Waverly office is not required but is desirable.
- Job Summary:** Our established employee benefits consulting and administration firm seeks an outgoing, motivated individual to promote our Health Savings Account services to employers for use by their employees. Our target market is public and private sector employers with 50 or more employees.
- Responsibilities and Duties**
- The Sales Representative finds and engages potential employer customers through referrals from current clients, networking and cold calls. After securing an appointment with the customer's human resources director or other decision maker, the Sales Representative will present Advantage Administrator's Health Saving Account services with the goal of securing an agreement with the employer to offer or recommend Advantage Administrators' Health Savings Account products to its employees.
- The Sales Representative also maintains relationships with their existing customer base through on-site office visits and check-up phone calls to identify issues and solicit referrals.
- Qualifications and Skills**
- Minimum of a Bachelor of Arts or Bachelor of Science degree.
  - Ability to understand and communicate complex financial concepts.
  - An engaging and outgoing personality.
  - Ability to work toward sales goals with minimum oversight.
  - Willingness to travel, occasionally over night.
  - Sales experience, particularly making cold calls, and basic understanding of investments is a plus.