Downloaded from <https://www.velvetjobs.com/job-descriptions/medicare-sales-representative>

# Example of Medicare Sales Representative Job Description

Our company is growing rapidly and is looking to fill the role of medicare sales representative. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for medicare sales representative

* Focus on close ratio and lead pipeline, maintaining Cigna Medicare updates appropriately
* Achieve Medicare Advantage monthly assigned sales goal through company provided and self-generated leads
* Perry
* Portions of Pearl River and Stone
* Meet or exceed sales quotas, compliance requirements, and department/manager expectations
* Evolve existing Provider and Community relationships to increase self-generated referrals
* Identify new provider and community referral opportunities, collaborating with the market to develop
* Conduct advertised sales presentations for prospects and leverage community partnerships to host events
* Create a lead pipeline from physician patient base through physician partnerships and Net Ops
* Meet with prospects who have responded to CHS marketing campaigns or referred and requested appointments

## Qualifications for medicare sales representative

* Experience developing community relations
* Bilingual in English and Spanish preferred with ability to speak, read and write without limitations or assistance
* Bilingual in English and one of the following languages- Spanish or Tagalog
* Must reside in Montevideo or within a commutable distance
* Self-motivated to generate and follow up on leads
* Strong verbal and written communication skills with the ability to communicate and articulate information in person and via telephone in a clear and concise manner