



*Your Talent. Our Vision.* At **Anthem, Inc.**, it's a powerful combination, and the foundation upon which we're creating greater access to care for our members, greater value for our customers, and greater health for our communities. Join us and together we will **drive the future of health care**. This is an exceptional opportunity to do innovative work that means more to you and those we serve at one of America's leading health care companies and a Fortune Top 50 Company.

**Licensed Medicare Insurance Agents** (Requisitions #PS44426 & PS46924 ) – Two Openings

**\$2,000 SIGN-ON BONUS for Bilingual Spanish or Chinese Candidate**

**\*\*Total compensation will consist of base salary + commission + quarterly bonus + retention bonus to potentially earn over \$100,000 per year\*\***

**To apply, please visit <https://careers.antheminc.com/> and search for job PS44426 & PS46924.**

**Location:** The territory for this position is LA County, with an emphasis on San Gabriel Valley. The selected candidate must reside within the territory or surrounding area.

The **Licensed Medicare Insurance Agent** is responsible for meeting monthly sales goals for an assigned territory through the development and implementation of a strategic sales plan. Primary duties may include, but are not limited to:

- Sells and promotes Senior Services products by coordinating and delivering formal sales presentations to consumer groups, arranging private appointments in the customer's homes, making outbound phone calls to prospects, managing temporary support staff, and managing customer records in the automated lead tracking system according to the departments' standards.
- Identifies opportunities within the territory to generate leads, in addition to those provided by the company, through building relationships with contracted medical providers, senior organizations, and other community leaders and educating these groups about Senior Services products.
- Cross-sells specified products from other departments.
- Provides member retention services to existing customers.
- May require extensive overnight travel, as well as evening and weekend hours.

#### **Qualifications**

- Requires a high school diploma; 2 years of direct sales or marketing experience; or any combination of education and experience, which would provide an equivalent background. BA/BS preferred. Requires Life & Health licensure, if required by state law. Medicare sales experience highly preferred. Bilingual English/Spanish a plus.

We offer a range of market-competitive total rewards that include merit increases, paid holidays, Paid Time Off, and incentive bonus programs (unless covered by a collective bargaining agreement), medical, dental, vision, short and long term disability benefits, 401(k) +match, stock purchase plan, life insurance, wellness programs, and financial education resources, to name a few.

Anthem, Inc. is ranked as one of America's Most Admired Companies among health insurers by Fortune magazine and has been named a 2019 Best Employers for Diversity by Forbes. To learn more about our company and apply, please visit us at [careers.antheminc.com](https://careers.antheminc.com). An Equal Opportunity Employer/Disability/Veteran. Anthem promotes the delivery of services in a culturally competent manner and considers cultural competency when evaluating applicants for all Anthem positions.