

Health Insurance Agent

Specializations: Medicare/Medicaid, Individual Health, or Group Benefits

Location Options:

- **Virtual Option:** Active 215 License + 2+ years of health insurance sales experience
- **Hybrid/Office:** For candidates with less than 2 years of experience; weekly accountability check-ins required

Overview

Healthcare is complicated—your role is to make it clear. As a Health Insurance Agent at Legacy Insurance, you'll help individuals, families, and businesses navigate health coverage with confidence. Whether guiding seniors through Medicare, helping families secure affordable plans, or structuring group benefits, you'll deliver clarity, compliance, and care.

Responsibilities

- Consult with clients on health insurance options, including Medicare/Medicaid, ACA plans, and group benefits
- Guide clients through enrollment and explain coverage details in plain language
- Maintain accurate, compliant records in CRM/AMS systems
- Conduct policy reviews to ensure evolving needs are met
- Collaborate with cross-functional teams to refine strategies and share client insights
- Achieve sales benchmarks while upholding Legacy's service standards

Qualifications

- Active 215 License (required for virtual option)
- 2+ years of health insurance sales preferred; hybrid coaching available for newer agents
- Strong communication and problem-solving skills
- Ability to navigate complex regulatory frameworks with precision

Compensation

- Commission-only basis, with performance-based growth opportunities

Why Legacy Insurance

At Legacy, health insurance agents are more than salespeople—they're advocates who bring clarity to complex systems. We equip you with the training, tools, and accountability to succeed while giving you the opportunity to make a tangible impact on the lives of individuals, families, and businesses.