

Anthem, Inc – Sales Internship – Summer 2020

Job Description

Your Talent. Our Vision. At **Anthem, Inc.**, it's a powerful combination, and the foundation upon which we're creating greater 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**. As an Anthem Sales Intern you will have the exceptional opportunity to do innovative work at a Fortune 50 company!

At Anthem, selling isn't uncomfortable. Our business-to-business selling model helps you develop relationships with business partners and customers. Our sales positions definitely aren't desk jobs – in fact, no two days are alike. One day you may visit with a client to discuss the success of their program, and later that day you may meet with your internal team to create a new, innovative health care solution that will bring more value to your customer. On another day, you may present our benefits to new customers, and that night, attend a social event with a business partner. Sales at Anthem is all about developing personal relationships to better understand the health care needs of our customers, and you can't really do that sitting behind a desk. So if you're looking to start your career, and not just a "summer job", at a company that cares about both you and our members, then a sales internship at Anthem, Inc., one of America's leading health benefits companies, may be the perfect opportunity for you!

Qualifications

Our sales interns will experience life in a professional sales office and will learn the sales and retention process beginning with product design, underwriting and pricing for appropriate risk, all the way through customer service and claims payment. You will interact with Account Executives, Account Managers and sales support departments driving important project work – including competitive analysis, work flow process improvement, and customer meetings. While the majority of your time will be dedicated to sales related activities, projects important to other state plan departments will give you a full understanding of the world class products and services Anthem delivers to its customers and members.

- You must be currently enrolled in an accredited college or university with a preferred winter 2020 / spring 2021 graduation date.
- Have an overall cumulative GPA of 3.0 or higher.
- Be motivated and willing to learn with strong communication, organizational, and leadership skills.
- Skilled at working collaboratively, developing creative solutions, and accomplishing team goals.
- Have proficiency with Microsoft Windows software applications (Excel, PowerPoint, Word and Outlook).
- Be willing and able to locate at an Anthem commercial sales office for internship duration (CA, CO, CT, IN, GA, KY, ME, MO, NH, NV, NY, OH, VA, or WI)

Anthem, Inc. is ranked as one of the World's Most Admired Companies in Health Care: Insurance and Managed Care by Fortune magazine, and is a 2018 DiversityInc magazine Top 50 Company for Diversity. To learn more about our company and apply, please visit us at careers.antheminc.com.