

Evolution Risk Partners, LLC seeks Regional Sales Director – West Region
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Job description

Evolution Risk Partners is looking to hire an experienced Stop Loss Sales professional to join our organization. This is an opportunity to help further the culture of teamwork and excellence that we are known for. Interested candidates will be responsible for achieving and exceeding sales and retention targets within their region and be detail oriented, client focused, highly motivated and organized. Travel within market will be required.

Job Responsibilities will include:

- Responsible for generating new business revenue, maintaining inforce accounts and growing a profitable book of business.
- Nurture and enhance current distribution channels (brokers, TPA's and General Agencies) and identify and develop new producer partners that have aligned objectives.
- In conjunction with senior management, establish and execute a focused sales strategy to meet and exceed assigned sales goals.
- Develop market strategy for near and long term growth and profitability.
- Responsible for providing market feedback to underwriting, operational, sales and organizational leadership.
- Vet proposal opportunities in coordination with distribution partners to ensure viability of the prospect.
- Coordinate proposal response with underwriting and external markets.
- Work to ensure pricing and risk is within established underwriting guidelines and that proposals are delivered effectively and on time.

Desired qualifications will include:

- Experience with broker, TPA, General Agency distribution channels.
- 3+ years of sales leadership in Medical Stop loss.
- Knowledge of Referenced Based Pricing, Fully Insured Transition a plus.
- Excellent verbal and written communication skills.
- Exceptional sales, customer service and active listening skills.
- Positive, highly motivated, organized and goal-oriented.
- Energized, self-starter with strong market relationships and a desire to build a large block of business with key distribution partners.
- Strong presentation skills both in-person and via video communication (Microsoft Teams, Zoom, etc

What We Offer:

We're proud to offer a competitive salary, generous and flexible PTO & paid holidays, 401(k) with match, exclusive discount programs, health & wellness programs, and more.

Benefits:

- Health insurance
- 401(k)
- 401(k) matching
- Dental insurance
- Employee assistance program
- Flexible spending account
- Health savings account
- Life insurance
- Vision insurance

About Evolution Risk Partners, LLC

Evolution Risk Partners (ERP) is a full service Managing General Underwriter that specializes in providing comprehensive, compelling and leading-edge solutions for the Medical Stop Loss community. An organization built with the intent of redefining partnership through a shared vision of success, we endeavor to have a highly collaborative and engaged relationship with our broker, consultant, general agency and TPA partners. Interested parties should visit www.evolutionrisk.com and contact **Chad Parker** at chad@evolutionrisk.com

Evolution Risk Partners, LLC is an inclusive Equal Employment Opportunity employer.