



Building sustained relationships with clients and prospects, to provide strategies and solutions for employee benefits.

Rebecca Ballesteros

**Benefit Consultant –
Employee Benefits Consulting Firm**

Results driven sales professional with 25 years of experience in the employee benefits industry.

As a Benefit Consultant at Benefit Commerce Group, Rebecca is building relationships with clients and prospects and continuing to expand the marketing reach of the firm.

Rebecca and the team at Benefit Commerce Group provide sustainable strategies and tailored solutions for employers, to assist them in controlling their healthcare costs and engaging employees in healthcare consumerism.

Professional Experience

BENEFIT COMMERCE GROUP, Scottsdale, AZ *Employee benefits consulting firm* January 2015–Present

Inc. 5000 in 2015 & 2016. Named a Healthiest Employer by Phoenix Business Journal 2014-2016.

Benefit Consultant. Firm has specialized in employee benefits for 25 years. Provides employers sustainable strategies to lower health care costs without reducing employee benefits; integrates meaningful employee health and wellness programs to enhance productivity.

- ◆ Firm’s exclusive **Trend Neutralizer™** guarantees employer savings on benefit plans.
- ◆ Achieved average **first-year savings for clients of over \$1,700 per employee. Saved over \$55 million in 5 years for subset of 33 clients.**
- ◆ **Over 100 client awards in 3 years: Wellness Council of Arizona, Healthiest Employers, IHCC national awards.**
- ◆ Conducts annual **Arizona Employee Benefits Benchmarking Survey.**
- ◆ Provides clients with **Healthcare Reform-Readiness Assessments** and **ACA Client Guides.**

WELLS FARGO INSURANCE SERVICES, Phoenix, AZ

2011–January 2015

Employee Benefits Consultant

Specialized in consultative strategies and introduced new programs, working directly with business owners, CEOs, CFOs and Controllers. Extensive knowledge regarding the Affordable Care Act (ACA).

HORIZON BENEFITS GROUP, Phoenix, AZ

1993–2011

Employee Benefits Consultant

Extensive experience with employee enrollment meetings and presenting benefit programs to business owners, CFOs, CEOs and Controllers. In addition, worked with clients and insurance companies to resolved claims, billing issues, other situations.



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