

Lawley

INSURANCE | EMPLOYEE BENEFITS

Employee Benefits Clinical Account Executive

Position Focus:

- Works closely with the Account Management Team to deliver strategic, consultative, clinical support to Clients. These activities produce client-specific, data-driven recommendations that incorporate programs and solutions designed to impact cost, quality and patient safety outcomes
- Leverage industry knowledge and experience to interpret data and analyze the health of the client's population, identifying care gaps, trend drivers and opportunities to improve outcomes
- Act as a liaison between client and PBM to maintain and exceed service levels, including billing, claims, etc.
- Develop and maintain effective working relationships in liaison role with client and vendor partners and have experience in the delivery of presentations to C-Suite level clients
- Presents prepared reports to the client demonstrating an in-depth knowledge of the clients population health and clinical program value
- Demonstrated success in positive internal and external business interactions and the overall ability to manage productive relationships within this collaborative position
- Support all Lawley initiatives, as requested, guided by company values, sales culture, business needs and scorecard

Successful candidates ideally possess:

- Bachelor's degree and Life Accident and Health license preferred; open to continuing education
- 3-5 years account management experience in a self-funded plan setting; pharmacy benefit manager environment a plus. Ability to leverage relationships to facilitate growth
- Project Management skills, highly prioritized and manage time effectively in a fast paced environment
- Persuasive communication style and ability to communicate complex messages with a wide range of audiences on an internal and external basis
- Strong PC skills required including Microsoft Word, Excel and PowerPoint and the ability to learn systems in an effective and efficient manner
- Positive attitude, even in a fast paced environment
- Ability to make customers and coworkers feel important and valued
- Ability to effectively multi-task, work quickly and efficiently
- Precise verbal and written communication skills, even under time constraints
- Ability to travel (up to 50%)

What's in it for you? *The Lawley Advantage!*

- Fulfilling career securing your clients' well being
- Competitive salary, referral bonuses **AND** annual bonus eligibility
- Great Benefits (Medical, Dental, Vision-- the works!)
- Educational and growth opportunities
- Generous PTO and 401K upon hire
- Comfortable, family oriented culture
- Office hours 8-4:30
- Lawley is not a call center environment
- Work hard, play hard!!!



Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics.