Lawley

INSURANCE | EMPLOYEE BENEFITS

Employee Benefits Clinical Account Executive

Position Focus:

- The Clinical Account Executive is responsible for clinical account management of an assigned group of clients in coordination with the Lawley Account Management Team
- This position develops strategies to build positive relationships with employers, brokers, and consultants to maintain and grow profitable membership in PBD portfolio of products and services.
- Responsible for using clinical expertise to retain all PBD clients
- 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 clinical cost, quality and patient safety outcomes
- Supports the development, management, and growth of client relationships for TPA business through effective application of clinical and Comprehensive Care expertise
- Presents prepared reports to the client demonstrating an in depth knowledge of the client's population health and clinical program value
- Manages clinical service issues, by providing support and service to client representatives, consultants to ensure that clinical issues are proactively resolved
- The Clinical Account Executive will be able to provide both clinical information (explaining about illness and expected outcome) and business expectations (i.e., financial reserves for high cost members). Effectively communicate to employer groups what percentage of their employees and covered lives have diabetes, cardiac issues, respiratory illness (Asthma, COPD, etc.) and how our programs help their members at the various levels of need
- Support all Lawley initiatives, as requested, guided by company values, sales culture, business needs and scorecard

Successful candidates ideally possess:

- 5 years of clinical/functional area experience, or a combination of equivalent education and experience
- Bachelor's degree and Life Accident and Health license preferred; open to continuing education
- At least 2 years account management experience in a self-funded plan setting. Ability to leverage relationships to facilitate growth
- Project Management skills, highly prioritized and manage time effectively in a fast paced environment
- Demonstrated ability to interpret pharmaceutical and medical information and formulate recommendations for formulary decisions and clinical programs
- Persuasive communication style and ability to communicate complex messages with a wide range of audiences on an internal and external basis
- Ability to develop collaborative working relationships with brokers, employers and leadership
- Strong PC skills required including Microsoft Word, Excel and PowerPoint and the ability to learn systems in an effective and efficient manner
- Ability to travel up to 50%
- 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

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!!!