

Lawley

INSURANCE | EMPLOYEE BENEFITS

Employee Benefits Marketer

Position Focus:

- Set priorities and manage analytical work flow to ensure efficient, timely and accurate creation of Employee Benefits marketing and financial deliverables
- Prepare standard analyses in accordance with client strategic calendar
- Market review, renewal rate and benefit comparison spreadsheet
- Primary contact with insurance carriers on new business, renewal quotes, and price negotiations
- Advance Lawley's carrier strategy by participating in monthly Marketing Meeting
- Maintain complete and accurate documentation of all tasks in CRM (Salesforce)
- Create and maintain working relationships with clients, carriers, benefit consultants and agency personnel
- Support all Lawley initiatives as requested, guided by company values, sales culture, business needs and scorecard

Successful candidates possess:

- Employee Benefit Insurance experience in marketing or similar role for 3 years or more
- Life Accident & Health License
- Relevant knowledge of Employee Benefit products, documents and usages
- Computers skills are a must; proficiency in Excel required
- Ability to work well independently and on a team
- A passion to make customers and coworkers feel important and valued
- A need to achieve results, and the resourcefulness to do so
- Incredible attention to detail and organizational skills
- Open to continuing education, college degree preferred
- Positive attitude, even in a fast-paced environment
- Capability to work quickly and efficiently; methodical, yet swift decision-making skills
- Precise verbal and written communication skills



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.