

Lawley

INSURANCE | EMPLOYEE BENEFITS

Employee Benefits Account Executive

Position Focus:

- Manage account service and strategic initiatives including plan analysis and acting as a liaison between the client and carrier
- Respond to client inquiries, renewals, benefit changes as needed and communicate through group meetings for enrollment
- Work with carriers to facilitate presentations for clients, or conduct presentations personally
- Identify cross selling opportunities within Lawley Benefits Group (LBG) and refer clients to other product lines
- Reach and maintain client retention goal of 95% or greater
- Support all Lawley initiatives as requested, guided by company values, sales culture, business needs and scorecard

Successful candidates possess:

- Insurance experience in customer service or account management for 3 years or more
- Life Accident & Health License
- Relevant knowledge of group insurance products, documents and usages
- Computers skills are a must; Including Word, Excel, Outlook & PowerPoint
- Demonstrated relationship building skills
- Ability to work well independently and on a team
- Incredible attention to detail and organizational skills
- Open to continuing education, college degree preferred
- Positive attitude, even in a fast paced environment
- A passion to make customers and coworkers feel important and valued
- Capability to work quickly and efficiently
- Methodical, yet swift decision making skills
- 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 and referral bonuses
- Great Benefits (Medical, Dental, Vision, Wellness-- 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 age, race, creed, color, religion, sex, sexual orientation, national origin, citizenship, immigration status, gender identity or expression, military status, familial status, marital status, disability or genetics.'

