Position Profile: **Account Executive**

The Alera Group is growing in our New England region.
Alera Group was formed in December 2016 by merging 24 high-performing, entrepreneurial firms across the U. S. Since the onset of Alera, our growth organically through acquisitions and key hires has the company as the seventh largest Employee Benefits firm, and 14th largest independent insurance agency in the country with over 800 professionals employed.

We are seeking an Account Executive who will share our vision, mission and passion focusing on trusted relationships and smart outcomes. This position will collaborate and lead daily oversight of National and jumbo size employee benefit accounts. Working with the Principal and management to service the benefits consulting needs of our clients. The role will involve direct daily client interaction, frequently at the C-suite level, to include assisting clients in designing and defining their benefit program needs focusing on plan design, funding, administration and compliance for all Health and Welfare Benefit programs.

The Account Executive will assume a leadership role over select client relationships providing hands on project management for complex assignments, collaborates closely with the internal team to oversee servicing of key client relationships. The Account Executive will assume accountability for multi-disciplinary projects to include planning/budgeting, quality assuring the delivery of work products and be able to lead all client facing activities.

The role also requires a highly skilled understanding of health and welfare underwriting, analytics and modeling. Projects and or responsibilities may include but are not limited to:

- Plan design and competitive benchmarking
- Network evaluations
- Vendor management
- Development of bid specifications
- Analysis of proposals
- Client presentations
- Budget projections
- Understand client's culture and financial climate

The ideal candidate will have a minimum of ten years of corporate market-related consulting services experience in large or jumbo size employee benefits area (medical, dental and ancillary coverages), possess strong knowledge of group health and or managed care plans and be able to step immediately into a role that requires direct C-suite level client interface. The candidate must possess strong analytical skills and financial acumen, and demonstrate a working understanding of underwriting concepts. The individual will have demonstrated project management skills and ability to participate in business development activities. Also required are effective interpersonal and communication skills with ability to work with a diverse audience of clients and colleagues.

Qualifications:

- Highly motivated, confident, energetic, and positive attitude
- Strong communication and presentation skills, along with keen listening ability
- Effective critical thinking and problem-solving skills
- Exceptional work ethic, willing and eager to succeed – a proven self-starter
- A high degree of honesty and integrity
- Exceptional customer service standards and delivery
- Ability to thrive in a fast-paced environment
- Ability to prioritize projects and to handle multiple demands simultaneously
- Multilingual language skills highly desired
- Proficient in Microsoft Office

Requirements

Bachelors' Degree in Business, Finance or Insurance related degree program
Active Connecticut Life and Health License