



Strategic Account Executive

Gallagher Benefit Services, Inc. is part of the third largest insurance brokerage and risk management services firm in the USA – and the fourth largest in the world! We are one of the United States' leading employee benefit brokers and consultants, with offices in more than 60 cities. We offer expertise and guidance in all areas of benefits planning, delivery and administration for a broad range of benefit services, including executive benefits and financial planning, actuarial, data analysis and benchmarking, retirement brokerage and consulting, benefits outsourcing and human resource services.

GBS is currently looking for a Strategic Account Executive for their employee benefits division in their Brentwood office. This individual will have overall management responsibilities of a book of business, specifically in the 500+ size segment. The position's purpose is to develop and maintain professional relationships with each client, and their employees, that result in renewed business and long-term partnership with GBS. Specific responsibilities include:

- Effective client management for both fully-insured and self-funded groups
- Accountable for the maintenance, growth and increased profitability of existing business, the acquisition of new business on existing accounts, customer satisfaction and the strategic direction of assigned accounts.
- Oversee and present the implementation and execution of client-specific goals, objectives, performance levels, and guarantees.
- Develop and execute account and bid/RFP/renewal strategies necessary for successful renewals and partnerships.
- Present analyses regarding plan design and benefit strategies.
- Direct strategic, customer specific initiatives, which deliver value added services through the execution of client specific service plans.
- Coordinate and influence superior customer service delivery by developing and maintaining strong intercompany relationships.
- Develop and monitor client financial performance including renewal planning, negotiation and profitability levels.
- Consistently exceeds objectives for profitability and persistency.
- Establish and maintain strong, working relationships with clients.
- Provide feedback to management on market trends as represented by our clients.
- Maintain a high level of healthcare industry knowledge as well as customer's industry.

Qualifications:

- Bachelor's degree in business or related field of study or equivalent work experience that shows progressive advancement in duties and responsibilities. Master's degree preferred.
- Minimum of 7 years' prior experience in health and welfare benefits consulting; focused experience as an Account Executive preferred.
- An equivalent combination of education and experience will be considered.
- Life and Health license required.
- Experience managing medium to large accounts required, , including managing accounts of companies with multiple lines of business that are distinct and unique, health plan accounts with multiple customer lines, etc..
- Knowledge of medical products, ancillary products, pricing product and IT development, billing, and administrative functions.
- Strong sales, consultative, negotiation and presentation skills
- Outstanding analytical and critical thinking skills
- Excellent customer service skills including the ability to resolve issues quickly and effectively
- Exceptional written communication skills
- Up to 10% travel may be required.

For more information about our organization, please visit our web site www.gallagherbenefits.com/nashville.

In exchange for your skills and experience, GBS offers a competitive salary and a comprehensive benefits package. Qualified candidates are encouraged to submit their resume, along with salary history, to Stephanie_Hawkins@ajg.com.