



## **Employee Benefits Account Executive**

### **Who We Are:**

We are transforming the insurance industry. Henriott Group, Inc. is committed to our mission to “providing our clients customized, innovative and cost-effective products and services to reduce risk”. We do this through open conversations with our clients to understand what is working, what needs adjusted and what is missing. Then, and only then, are we able to offer a solution to improve the position of those who wish to work with us.

Our solutions range from, but are not limited to, insurance products, human resource services, health & wellness, and risk management.

### **Our Workplace Culture:**

As a company passionate about transforming people’s lives, we are just as passionate about our team and supporting them in all aspects of their lives beyond the workplace. Our workplace culture supports both autonomy and collaboration. We offer a balance of pushing people beyond their comfort zones and allowing them to succeed at what they do well.

### **What You Bring:**

Exceptional individuals that will manage our group benefit clients. This position works closely with Sales Consultants throughout the sale and implementation process and becomes the main point of contact post-sale. Involves frequent client contact and a working knowledge of employee benefits, governing legislation, issues, and practices to ensure client compliance in accordance with ERISA, COBRA, HIPAA, and ACA laws; assists clients with the setup and implementation of benefit plans.

### **You will:**

- Develop solid relationships with clients
- Assist Sales Consultants in quoting and implementation of new business
- Analyze carrier proposals and negotiate competitive program for renewal and new business
- Spreadsheet recommended plan designs and rates
- Compile cost data for company reflecting employer and employee projected cost
- Present cost and coverage options to the client and make recommendations
- Assist with open enrollment group meetings for clients, as necessary or deemed by client size
- Initiate and follow-up with clients to sell additional benefits or resolve problems, answer questions, provide correspondence and reports, etc.
- Assist with communicating and educating clients about Health Care Reform
- Maintain and foster good working relationship with insurance carriers and vendors
- Attend industry seminars and educational opportunities to stay current on the latest developments, trends and regulations in the market place

### **What We Offer**

- Competitive salary with unlimited earning potential
- Exceptional and competitive benefit package with:
  - Health
  - Dental
  - Vision
  - Virtual Telehealth Services
  - Company Paid Life Insurance
  - Company Paid Short Term Disability
  - Company Paid Long Term Disability
  - 401(k)
  - Employee Assistance Program
  - Flexible Paid Vacation Leave
  - Paid Holidays
  - Paid Maternity Leave
  - Paid Paternity Leave
  - Ability to work remotely

**If successful, you will...**

Work with and become a part of a talented team who work tirelessly to bring “*certainty in an uncertain world*”.