

Position Description: National Accounts Manager, Chicago, IL

Salary: \$65,000 to \$80,000 with \$16k-\$20k bonus

Company Information

Our client is a 100-year old leading insurance carrier specializing in innovative and flexible employee benefits solutions including disability income and group term life insurance, a suite of voluntary (employee paid) coverage options and fully integrated absence management. They market these solutions through independent brokers and agents to employers of all sizes. They are Rated A (Excellent) by A.M. Best.

Community Information

Chicago is a city of world-class status and unsurpassed beauty. Located on the shores of Lake Michigan in the heart of the Midwest, Chicago is home to world-championship sports teams, an internationally acclaimed symphony orchestra, renowned architecture, award-winning theater, and much more.

Your Role within the Company

- Maintain and service a book of business (approximately 20 to 40 clients) over 2,000 lives.
- Work closely with the Regional Sales Office, Implementation Manager, and internal support resources in order to develop an effective and efficient strategy and workflow for new and existing business.
- Develop and manage annual client strategies to ensure persistency and profitable growth.
- Lead the client renewal strategy for assigned customers. This includes managing applicable internal partners, reviewing and negotiating the financials and ultimately presenting and successfully deliver the renewal to the customer (via the Client Reporting Package tool).
- Achieve or exceed assigned metrics for client persistency, new customer/product implementations, and customer satisfaction.
- Work effectively with all Home Office functional departments to implement new business and prepare for renewal situations.
- Proactively identify cross sell opportunities (additional lines of business) to existing clients

Background Profile;

- Minimum of three years of large case group insurance experience required.
- Work history should include group insurance sales and/or experience-rated underwriting experience, with a bias towards providing superior client service and satisfaction.
- Bachelor's Degree required.
- Group Life and Health License(s) required.
- HIAA, LOMA, or CEBS preferred.
- Excellent presentation and written/verbal communication skills.
- Expertise in using basic Microsoft Office applications, including PowerPoint, Excel and Word
- Experience in sales or service of large case life and disability insurance.
- Proven ability to multi-task, deal with tight deadlines and demonstrate superior analytical and problem solving skills.
- Travel, as required, based on the assigned geographic book of business - estimate 20% travel on an annual basis
- Experience rate a case a plus

Company Employee Benefits

- Our client offers a highly competitive compensation and benefits package (including business casual dress, tuition reimbursement for approved courses, and immediate eligibility for 401(k) savings plan participation).