



A Turn For The Better

AN EQUAL OPPORTUNITY EMPLOYER

Job Description: Stop Loss Marketing Analyst

Job Summary

Primary role is to obtain competitive health benefits plan stop loss quotes and prepare proposals for client renewals and prospects in order to retain existing business and win new clients.

Supervisory Responsibilities

None

Reporting Structure

Reports to the President

Job Logistics

Hybrid

Duties/Responsibilities

- Analyze client and prospect claims data and client's benefit plan objectives.
- Leverage 90 Degree Benefits and industry best practices to prepare request for quotes that generate winning quotes from stop loss carriers.
- Analyze the quotes received from stop loss carriers and negotiate rates as needed to support the sales and account management teams in closing renewals and winning new business.
- Perform financial analysis, including benefits cost projections, and plan design alternatives that demonstrate value to clients and prospects.
- Work independently and make sound decisions.
- Prepare financial reporting packages including claims reports, census data, and other miscellaneous information.
- Update CRM systems for renewal and prospect tracking.
- Provide timely, courteous, and accurate responses to all inquiries, conduct research when necessary and communicate results.
- Process all necessary paperwork by adhering to the department workflow and procedures.
- Analyze claims utilization and recommend changes to benefits plan design to improve plan performance while meeting client benefits plan objectives.
- Prepare and analyze claims experience reports.
- Identify alternative strategies and cost reduction opportunities.
- Develop and maintain excellent carrier relationships.
- Review and validate carrier renewal rating illustration.
- Prepare post renewal items to carriers (final census, final aggregate reports and final specific reports).
- Report generation and analysis utilizing company tools.
- Keep current on industry and new product information, legislation, technology, and trends



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SUMMARY OF QUALIFICATIONS	Required	Preferred
Education		
High School Diploma or equivalent	X	
Bachelor's degree in business related field		X
CT Individual Producer License -current or obtain within 6 months of start date	X	
Continued independent professional learning	X	
Experience and Skills (list specific skills and years of experience if applicable)		
Minimum 5 years group health insurance experience	X	
Prior Medical and Pharmacy claims experience		X
Experience exercising critical, independent, judgment and decision making to reach solution-based outcomes	X	
Experience with self funding and stop loss policies		X
Proficient in Microsoft Office, specifically Outlook, Word and Excel	X	
SUMMARY OF QUALIFICATIONS	Required	Preferred
Experience communicating information both orally and written to internal and external customers of all professional levels	X	
Experience meeting multiple tight deadlines	X	
Physical Requirements		
Ability to lift 30 pounds	X	
Ability to sit for multiple hours		X

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