

**Job Title:** Account Manager, Group Insurance  
**Job Location:** Charlotte, NC  
**Company Website:** [www.90degreebenefits.com](http://www.90degreebenefits.com)



### **Company Summary:**

90 Degree Benefits is a health benefits company that specializes in designing health plans and administering benefits for self-funded employers. With a fully integrated, comprehensive medical risk management program that improves health care outcomes for plan participants, the 90 Degree Benefits team of experts is able to significantly reduce claim costs for employer clients. Like all the 90 Degree Benefits locations, the Charlotte, NC office serves employers and their members both locally and nationwide. As leaders in the industry, the 90 Degree Benefits team in Charlotte takes pride in guiding clients on the road to achieving more with their health plan.

### **Position Summary:**

90 Degree Benefits is seeking a full-time Group Insurance Account Manager to join our team. This is an exempt position that will be working with our Chief Operations Officer and sales team. Applicant must have at least 5 years of experience in a similar role. The Account Manager will be the liaison between sales, operations and the client. Responsibilities will include the overall management of client satisfaction and retention. The Account Manager will also provide leadership for new group implementation. The Account Manager is responsible for achieving account retention goals by providing extraordinary client service, achieving growth goals through proactive account rounding and cross selling and marketing and placement of renewal accounts as appropriate. Convenient office location in southwest Charlotte, NC. Excellent pay, flexible hours, and comprehensive benefits offered.

### **Essential Duties and Responsibilities:**

- Ability to develop and maintain solid relationships with the key decision makers of each client.
- Exceptional social skills and the ability to communicate with potential clients daily.
- Outstanding organizational skills that maximize productivity with accounts.
- Executes job responsibilities to meet strong project deadlines.

- Maintains a high level of client service and satisfaction.
- Creates and presents strong and compelling presentations to clients for health insurance proposals and/or renewals.
- Responsible for the day-to-day maintenance and servicing of assigned personal accounts.
- Reacts to problems and issues that clients may have.
- Markets accounts to specific carriers.
- Build and maintain strong relationship and customer experience for clients
- Handles multiple projects at any given time and multitask.

#### Qualifications:

- Knowledge of the group insurance industry (preferably self-funded).
- Five years of experience in Client Relationship Management and/or Account Management.
- Bachelor of Science Degree preferred; high school diploma required.
- Must hold active NC Life and Health Agent License.
- Third Party Administrator experience.
- Excellent communication and organizational skills with excellent follow up skills and attention to detail.
- Proficient computer skills.
- Strong attention to detail.
- Willing to travel (mostly day travel).

*90 Degree Benefits, Inc. is an Equal Employment Opportunity (EEO) employer and does not discriminate on the basis of race, color, national origin, religion, gender, age, veteran status, political affiliation, sexual orientation, marital status, or disability (in compliance with the Americans with Disabilities Act) with respect to employment opportunities.*