



Gallagher

Insurance | Risk Management | Consulting

Career Opportunity

Group Benefits Account Executive Gallagher Benefits Services (GBS) Markham, ON

The primary function of the Group Benefits Account Executive is to support consultants and producers by delivering exceptional ongoing service to new and existing clients including the management and presentation of group plan renewals.

Key Job Responsibilities

- Take a leadership role in managing and servicing an assigned book of clients
- Build and manage positive relationships with clients, insurance carriers, vendors and the team
- Manage the workflow of the account management team, including mentoring and peer reviewing the work of team members, as required
- Responsible for submission of market survey materials to insurance carriers including preparation of marketing specifications, responding to any questions, coordination and analysis of market responses, negotiations and preparation of the final report and recommendations for the client
- Responsible for new business implementation including the creation of employee communications, completion of new business application forms, review of all policy documentation for accuracy and employee presentations as required
- Responsible for renewals, including the review and analysis of financial experience, negotiations with the carriers, preparation and presentation of the final renewal and financial reports to the client
- Create and present cost containment pricing and risk management strategies, funding agreements, plan alternatives, products, etc.
- Analyze claims history, estimate future plan costs and assist in the client's budgeting process, as required • Benchmarking of plans against industry data
- Develop, analyze and present employee benefits survey results, as required
- Ensure plan provisions in collective agreements match those in the plan contract
- Prepare and deliver effective presentations to prospects and clients, inclusive of employee meetings, as part of a team or individually
- Attend appropriate industry functions
- Special projects as assigned

Educational and Experience Requirements



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- Demonstrated proficiency in the Employee Benefits field gathered through a minimum five years of experience in a consulting and/or carrier environment
- Client management experience
- Strong decision, negotiation and consulting skills
- Ability to handle management and marketing of complex accounts, including negotiation of all accounts in the portfolio
- Excellent interpersonal, written and verbal communication skills
- Demonstrated skills working in a team environment
- Strong analytical and mathematical skills
- Life Licenced
- University degree or community college diploma
- Proficient in the Microsoft Office suite of products (i.e. Outlook, Word, Excel)
- Class G Driver's Licence
- CEBS Designation would be an asset
- Experience with retirement savings plans would also be an asset

Gallagher offers competitive salaries and benefits, including; medical, dental, vision plans, life and accident insurance, pension plan, employee stock purchase plan, educational expense reimbursement, employee assistance programs, opportunity for flexible work hours, and training programs.

We are an equal opportunity employer which values diversity in the workplace and are therefore happy to accommodate any individual needs in keeping with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act. Accommodations are available on request for candidates taking part in all aspects of the selection process.

Please email your resume in confidence to Human Resources at ajg.careers.canada@ajg.com and include “**Group Benefits Account Executive - Markham**” in the subject line. We thank all applicants for their interest in this opportunity. Please note that only successful candidates will be contacted. No telephone inquiries or agencies please.

About Gallagher

Since 1927 Arthur J. Gallagher & Co. has grown to become one of the world's largest insurance, risk management and consulting brokerages, employing close to 27,000 people across 35 countries and serving clients in over 150 countries.

At Gallagher, we are committed to demonstrating the highest level of professional ethics. Our success is underpinned by doing what's right; we lead the way we serve our clients, the way we develop our employees and the way we support our communities. We think and behave



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differently than other brokers because we know that brand names don't deliver services – people do.

Our Canadian roots run deep, dating back to 1890. In Canada, Gallagher employs close to 1200 people in more than 35 offices across the country. For more information, visit our website www.ajgcanada.com.