

Senior Benefits Account Manager

Cragin & Pike is truly a Las Vegas landmark; we are our city's second-oldest continuously operated business. For more than 110 years, we've played a key role in the growth of Southern Nevada and beyond and we owe it all to the expertise and dedication of our team of talented insurance professionals. If you pride yourself on the care you provide, the relationships you build, and the power of your prowess, we want you on our team.

Our mission is based on building long-term relationships, providing incredible advocacy, expert guidance, and taking care of our clients. We invite you to bring your talent, skill, and knowledge to the Cragin & Pike team—let's build on our excellence together.

We're looking for an experienced employee benefits professional to join our Employee Benefits division. The Senior Benefits Account Manager manages ongoing client service relationships for assigned clients and some department management duties. This includes performing business development, marketing, and relationship building functions.

Cragin & Pike is an independent insurance agency that has served Las Vegas and Southern Nevada since 1909. If you have at least four years of experience in the employee benefits industry—we want to talk to you.

This position also requires:

- Minimum 12 years' experience in the employee benefits industry with specific expertise in self-funding, life & disability and benefits compliance.
- Train and mentor Benefit Account Managers
- Strong attention to detail and sharp administrative skills to accurately perform account transactions, resolve client issues, and effectively interpret and communicate information in a timely manner.
- Experience placing new business, retaining renewals, and maintaining, expanding and servicing assigned accounts with service acumen and excellence.
- A bachelor's degree and/or its equivalency in experience and training.
- The keen ability to discover client and account needs and identify strategic account services and products.
- The ability to communicate and influence others with demonstrated effective verbal and written interpersonal and presentation skills.
- Ability to travel out of the Las Vegas area as required (approximately 10% of the time).

- The possession of a current Nevada Life & Health license.

Cragin & Pike provides a rich portfolio of benefits to our team members including:

- A generous paid time off program (new employees earn 15 paid days during the first year of employment and the accrual increases based on length of service)
- Eight+ paid company holidays
- An outstanding health benefits package (including health, vision and dental) with choice of medical plans
- Company-paid life insurance and long-term disability coverages
- Annual profit-sharing retirement savings plan
- Voluntary coverages (identity protection, short-term disability, and additional life insurance)
- Health and childcare expense flexible spending accounts (with company contribution)
- Employee assistance program for you and your family—free, confidential and professional counseling and referrals for health, mental, emotional, legal, and financial questions and concerns
- Educational assistance program
- Paid employee development, licensing and certification, and continuing education
- Competitive compensation
- A national employee discount network

Cragin & Pike is an equal opportunity employer and we participate in E-Verify in coordination with the Social Security Administration and the Department of Homeland Security.

