

## Benefits Account Manager

Cragin & Pike is one of Las Vegas' most established, independent insurance agencies and we're hiring a full-time Benefits Account Manager. For 110 years, we've been serving the Vegas valley with an extraordinary commitment to service and relationships.

### What will you do as a Benefits Account Manager?

You will work directly with our sales teams to proactively place and manage employee benefit client accounts. You will develop and maintain ongoing relationships with your clients, learning their business and helping provide guidance and support for their employee benefit insurance needs. You will drive the renewal process where you will engage directly with the producer, client and carriers to provide competitive renewal options.

### What type of person can be successful in this role?

Do you enjoy interacting and building relationships with various personalities, finding what makes them happy and identifying those small steps you can take that will make their day? Do people describe you as detail oriented? Are you fulfilled when you know that all the details are in order and everything is in its place? Are you passionate about diagnosing and resolving client issues where you get to dig into the details to understand not only what happened but how you can fix it? If so, this may be the perfect job for you!

### What experience will set you up for success?

If you have been working in the employee benefits industry for at least the past three years, we would like to talk to you. Your experience placing new business, directly managing client relationships and client retention, while expanding and servicing accounts in your prior (or current) role will uniquely position you to hit the ground running. Your clients, peers and former supervisors would describe you as a problem solver with an ability to influence others through your effective communication and presentation skills (verbal and written). You have learned how to successfully multitask and organize your work, paying close attention to detail, to ensure that you can meet or exceed established deadlines.

A current License for Nevada Life & Health is required or the ability to obtain licensing within 90 days of hire at the company's expense. This position may require limited travel outside of Las Vegas (approximately 10% of the time).

We operate in a highly energized and collaborative environment where we are focused on not only meeting, but exceeding, our client's expectations at every turn. We ask for 100% focus during busy, high paced workdays allowing you to enjoy your evenings, weekends and time off.

If this position has your attention, please send us your resume so we can chat!