

Employee Benefits Account Manager

LBW Insurance and Financial Services is looking for an experienced Employee Benefits Account Manager (Onsite or Hybrid) to join our team.

LBW Insurance and Financial Services was named one of the "Best Places to Work" in Los Angeles in 2022. We are the largest independent full-service insurance agency in the Santa Clarita Valley. We provide very high-quality, high-touch levels of service to our clients.

Primary Requirements:

Candidate must have a minimum of 5 years of Employee Benefits experience and a current and active California Life & Health Insurance license.

- Experience with Large and Small Group clients
- Knowledge of health and welfare plans, including medical, dental, vision, STD and LTD insurance
- Ability to interpret client's current coverage plan, identify gaps, and recommend opportunities to expand lines of coverage
- Ability to prepare RFP and have knowledge of the insurance marketplace
- Interpret client's current coverage plan, identify gaps and recommend opportunities to expand lines of coverage
- Ability to market new and existing clients
- Act as a liaison between clients and insurance carriers or other vendors
- Participate in client strategy meetings, renewal meetings, book of business reviews, and any other meeting supporting client service delivery
- Excellent presentation skills, includes use of Excel and PowerPoint
- Experience navigating and quoting in Warner Pacific or other quoting systems
- Experience working in BenefitPoint
- As needed, must be able to drive to client locations and deliver OE and education presentations
- Bilingual English/Spanish preferred

Salary Range:

\$60,000 - \$100,000 per year and is negotiable depending on experience

We offer a great working environment, competitive salary, 100% Paid Medical & Dental Benefits for the Employee, a matched 401K plan, and other excellent Benefits.

Our normal work hours are 8:30 am to 5:00 pm Monday - Friday with a 1-hour lunch.

Onsite and Hybrid options available.

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Disability insurance

- Health insurance
- Paid time off
- Vision insurance
- Work from home

License/Certification:

- Life & Health Insurance License (Required)
- Driver's License (Required)

To apply:

Send resume to Sandra Phillips at SandraP@LBWinsurance.com