

Careers at McCart

The McCart Group is seeking a full-time **Account Executive** in the Employer Services Division.

Company Profile

The McCart Group is a leading risk management and insurance brokerage in the southeast, headquartered in Duluth, GA. For more than 40 years, The McCart Group has been solving complex risk management and insurance problems for public and private companies. Our clients include a variety of manufacturing, distribution and service companies. As one of the largest independent brokers in Georgia, we are seeking an experienced Account Executive to add to our growing team.

Essential Functions Include:

- Manage and retain multiple clients in accordance with Employee Benefits Practice service requirements and best practices while meeting deadlines
- Delegate as needed and use delegation as an opportunity to develop or mentor others
- Create Client Deliverables, e.g. financial reporting for both fully-insured and self-funded, Wellness Program ideas and incentives, Consumer Driven Health Plan illustrations
- Participate in client presentations as needed
- Participate in strategic planning
- Support client needs regarding items such as compliance, legislation, health care reform, enrollment materials, escalated claims, mergers & acquisitions/due diligence, HRAs, and HSAs
- Liaison with Marketing in renewal process; analyze proposal in order to negotiate changes and/or make recommendations to the client
- Demonstrate ability to build positive relationships with clients, carriers, and support staff
- Responsible for timely review and delivery of carrier contracts, documents, and agreements
- Demonstrate understanding of client business and industry; proactively apply strong business and market knowledge to client situations and propose solutions
- Demonstrate the ability to market and cross-sell additional lines of coverage
- Communicate effectively with vendors, clients, and other company personnel while consistently exhibiting poise, tact, and diplomacy
- Attend and contribute to in-house team meetings
- Demonstrate a high level of proficiency in the technology tools required for the position including online enrollment systems
- Assist other team members during peak periods as needed

Minimum Job Qualifications and Requirements:

- Minimum five (5) years of experience in employee benefits which would include COBRA, HIPAA, PPACA, CDHP, Self-Funding, and Stop Loss
- General knowledge of Underwriting and Analytics a plus
- Business related, four year college degree or equivalent years of experience
- Computer skills; Word, Windows, Excel – Intermediate or Advanced preferred, and Power Point
- Demonstrate excellence in verbal and written communication skills including business writing ability
- Strong customer service attitude
- Be supportive of team members and work cooperatively with inter/intra departmental staff. **BE A TEAM PLAYER**
- Excellent analytical, negotiation, and organizational skills with the ability to multi-task in a fast-paced environment
- Professional attitude and attire a must
- Ability to travel as required
- Current GA Life & Health Insurance Agent License required

To Apply for This Position:

Qualified candidates should submit resume and cover letter to Cindy Covington at cindy.covington@mccart.com.
