

**BASIC FUNCTION:**

This position is responsible for ensuring continued and increased growth by negotiating renewals or selling products and services to existing customers, understanding customer needs, and providing customer support.

**JOB REQUIREMENTS:**

1) State Insurance License; 2) 6 years successful record in the group health insurance field in a position requiring decision making, analysis, and initiative with 4 years group health insurance account executive experience; 3) knowledge of group health care managed products including HMO and PPO, processes and trends; 4) experience managing larger and/or more complex accounts; 5) leadership and mentoring skills; 6) ability to travel; 7) ability to address customer needs and make sound decisions; build strong customer relations; 8) ability to analyze reports; 9) negotiation and presentation skills; 10) sales and financial skills; 11) written and verbal communication skills.

**PREFERRED JOB REQUIREMENTS:**

1) Bachelor's Degree; 2) CEBS or other benefit professional certifications.

Please apply on-line at [www.bcbstx.com/career/](http://www.bcbstx.com/career/)