



Pierce Group Benefits is currently the largest provider of employee benefits consulting and administration in North Carolina's public sector. Our firm is a full-service employee benefits brokerage that builds comprehensive benefits packages for employers in North Carolina, South Carolina, and Virginia.

We currently present an outstanding opportunity for the right individual to use their business abilities in a nurturing environment that can lead to individual growth and an outstanding career as a **Consultant**. We are looking for a self-motivated, driven, and compassionate individual with an in-depth knowledge of group benefits, supplemental insurance, and consulting experience.

Essential Duties Include:

- Maintain and strengthen relationships with top leadership of each account
- Provide advice to our clients on insurance, employee benefits, and compliance issues
- Present viable solutions that are both creative and cost-effective to address company and client needs and have a sound understanding of the key employee benefit issues facing employers today
- Prepare and provide recommendations regarding benefit strategy options for account renewal and present budgetary funding analysis to client leadership teams and executive board members
- Work with company executives and high-level management in the delivery of client engagements, supporting the team in day-to-day client management, and the development of high-quality client presentations
- Work with the executive team to establish future-facing insights to identify, design and develop comprehensive benefit strategies for new benefit initiatives
- Deliver client-focused solutions to create long-lasting relationships
- Accountable and responsible for strengthening client satisfaction, retain revenue and profitability
- Completing special projects as assigned
- Following company procedures concerning all essential duties and responsibilities
- Other duties as assigned

Requirements:

- 5+ years of group benefits and worksite benefit insurance experience
- Health and Life Insurance License
- Experience with K-12 and community college benefit enrollments
- Proficient in public speaking with ability to communicate clearly in both oral presentation and written communication
- Exceptional time management and organizational skills to work independently as well as with a team
- Professionalism and integrity a must
- Strong Microsoft Office Skills– Excel, Word, Power Point and Outlook
- Onsite client visits are required within NC and VA. Candidate must live in NC or VA
- Travel required

If you are interested in this position, please send your resume along with a cover letter to jobs@piercegroupprofits.com.