



Strategic Benefits of Cincinnati

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BENEFIT CONSULTANT

Company Overview

Strategic Benefits of Cincinnati (Strategic) is a full-service group benefits broker. As a local agency, we represent all major carriers to provide comprehensive employee benefit programs to our clients. We have over 700 group clients in the Greater Cincinnati area, ranging in size from 2 to nearly 1,000 employees. We partner proactively with our clients to assist them in meeting their benefit, health and wellness goals.

Position Summary

A Benefit Consultant (BC) interfaces with a group of clients (book of business) to strategize and propose viable solutions to manage the menu of benefit options that the client offers to its employees. BCs partner with clients and assist them with 1) emerging trends in employee benefits, 2) annual renewal process, and 3) additional possible options that would enhance and meet their goals. BCs quickly assess the nature of any given problem, understand thoroughly the expectations of the client, and consistently meet and exceed those expectations. The BC must contribute to and flourish in a team environment and engage in regular professional development.

Essential Duties and Responsibilities

- Manages a block of clients.
- Strategically facilitates the renewal process in a proactive manner, offering recommendations and solutions based on the client's needs.
- Adds value to clients through timely and regular presentation of options for their benefit package: alerts clients to potential legislative issues; serves as an educator on client's utilization of benefit offerings; educates employees on benefits and utilization.
- Utilizes systematic, reproducible processes such as checklists, branded template documents to advance and support the Strategic service model.
- Strategically builds and maintains carrier relationships.
- Utilizes internal database to thoroughly record and document client issues/discussions.
- Actively participates in internal meetings, contributing appropriately in a collaborative manner.
- Exhibits behavior with internal team, external vendor partners and clients that intentionally advances the Strategic high-performing culture.
- Identifies cross-selling opportunities.

Core Competencies and Qualifications

To perform this job successfully, an individual must be able to perform each essential duty as described satisfactorily and promptly. The requirements listed below are representative of the knowledge, skills, and/or abilities required:

- Excellent communication and presentation skills (listens, speaks, presents, and writes well); ability to interact effectively with people of various responsibility and authority (employees, key contacts, executives, etc.).
- Able to manage a multitude of details (including paperwork); staying proactive while expediting client issues.
- Strong organizational skills, including daily prioritization and logical thinking.
- A natural inclination to reach out, build relationships, and proactively uncover issues.
- Strong working knowledge of computer software including Microsoft Office especially Word, Excel and PowerPoint, online platforms and database management.
- Ability to build professional relationships with multiple levels of corporate environments.

Education and Experience

- 1-3 years of experience in benefits including knowledge of employee benefit offerings.
- Bachelor's degree (or its equivalent).

Licenses and Certifications

- Ohio or Kentucky Life and Health License.



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