



HAVERN
BENEFITS
STRATEGIES

Benefits Consultant: Boston, MA

Havern Benefits Strategies: <https://www.havernbenefits.com/careers>

Havern Benefits Strategies is not your old-fashioned insurance company. We have created a unique servicing platform to help our clients design the optimal employee benefits packages to attract the best talent and offer value to their trusted employees. This position is a full-time position with a flexible hybrid schedule and excellent internal growth opportunity.

Position Summary: The Employee Benefits Consultant position is focused on providing the highest level of customer service to existing clients while internally supporting the producer and account management team. Grow in a fast-paced environment, while bringing a high level of enthusiasm and professionalism to a collaborative team atmosphere. The benefits consultant will serve as an extension of the customer's management and benefits team and work to develop client trust while providing market knowledge with an existing book of business and supporting a sales team to market and grow new business opportunities.

Essential Tasks & Responsibilities:

- Develop strong relationships with clients and take ongoing initiative with administrative employee and vendor needs.
- Manage as point of contact with clients, prospects and account leader while supporting HBS team internally.
- Occasional work travel for client meetings and open enrollment sessions.
- Gather necessary information from clients in a timely manner and work directly with vendors on marketing and ongoing renewal process.
- Compile annual renewal presentation, cost and financial benchmarking analysis and process necessary paperwork.
- Negotiates with existing prospective vendors on behalf of the client alongside the account management team.
- Execute timely client data entry of vendor and client plan and accounting data into CRM database.
- Facilitate monthly internal commission payment and internal accounting reports.
- Account management responsibilities for existing and new clients.
- Other duties as assigned.

Qualifications: Education, Experience, Licensing

- Bachelor's Degree.
- 2-3 Years of Employee Benefits or Insurance experience.
- 2-3 Years of client service experience.
- Expectation: Become Life & Health Agent licensed with 12 months of employment.
- Job Type: Full-time

Knowledge, Skills & Abilities:

- Excellent communication and interpersonal skills.
- Thrives in a **TEAM** atmosphere while being open to multiple tasks and duties with a positive attitude.
- Energetic and enthusiastic to learn quickly while growing in a collaborative team setting.
- Time management and problem-solving skills. The ability to take initiative, prioritize multiple tasks and meet deadlines.
- Proficient in Microsoft Office (Word, PowerPoint, and Excel).
- Proactive approach problem solving to exceed both company and client expectations to build strong relationships.

Compensation: Competitive base salary and discretionary performance bonus. Generous Vacation Policy and hybrid work schedule. An excellent Employee Benefits Package inclusive of Medical, Dental, Life, STD, LTD, and a matched 401K paid 100% by the company! Please see full job posting under [havernbenefits.com/careers](https://www.havernbenefits.com/careers).

To Apply: Please submit a resume, references, and cover letter on how you would be a great fit for the team, to info@havernbenefits.com with "Benefits Consultant" in subject line.