

Account Executive

Are you ready to start fresh by managing client relationships with an innovative company that's helping Americans cut healthcare costs and confusion - with consumerism tools that actually get used? Do you have proven success growing client relationships with brokers in the employee benefits space? Would co-workers describe you as someone who knows how to manage a project and "just handles it?" Are you excited to develop and improve your skills? Are you a customer-loving, scrappy, curious, fast-paced, fun, self-starter?

If you said yes to those questions, you might be the perfect freshbenies Account Executive. Your focus will be to strategize with brokerages to optimize our partnership across new and renewal groups. You will be the "go to" leader who improves the freshbenies experience for our clients.

This opportunity provides day-to-day service and support and is the primary point of contact for Broker and Employer clients. The focus is to ensure client satisfaction with the freshbenies product and service level, while driving growth.

You'll strategize with and train brokerages (producers and account management teams) to determine the right freshbenies fit – with new and renewing groups. You'll build relationships with account management teams to develop new opportunities. This position also works with brokers and employers to drive employee engagement and utilization. You'll need a solid understanding of the freshbenies benefits and processes to assist our current and future clients at the highest level of service. This position reports to the VP of Broker Relationships and works hand-in-hand with a focused and supportive freshbenies team.

The freshbenies culture is transparent, fun, casual and innovative. But make no mistake, we are a professional and hard-working team - the bar is set very high, and the pace is fast.

If you're a self-starter who...

- believes that any benefits plan is better with freshbenies
- understands needs of brokers, their agencies and clients - and is passionate about serving them
- is tech savvy and comfortable communicating remotely via Zoom, chat, phone and email
- manages projects and processes flawlessly – while scrutinizing to improve for our clients and team
- sees around corners to address issues quickly
- works well under pressure and assimilates large quantities of information quickly without sacrificing quality and detail - while meeting multiple deadlines
- has outstanding time management, organization and follow-through skills
- loves to learn new things and actively thinks about how to apply lessons learned.
- is a proven remote worker - able to work independently while also contributing to the team
- is a servant leader who values an awesome team that truly has your back

...then you might be the person we're looking for!

Start a "fresh" new chapter in your career. Email your resume and your LinkedIn profile to careers@freshbenies.com for next steps!