

## **Health & Welfare Client Manager**

Riggs, Counselman, Michaels & Downes (RCM&D), the largest independent insurance, risk management and employee benefits broker consulting firm in the Mid-Atlantic Region, is seeking qualified candidates for its Health & Welfare Division for its office in Towson, Maryland.

### **Job Responsibilities**

Working within a Client Service Team, the Client Manager has responsibility for the maintenance and growth of the client relationships in their book of business.

The Client Manager will assist in the annual planning process to ensure that the client's employee benefits programs support the client's financial and organization goals.

The Client Manager will use consultative insight to support decisions for change, specific tasks will include; program benchmarking/demographic analysis, analysis of claims utilization data, financial underwriting review, cost projection reporting and renewal management.

The Client Manager has the primary responsibility to manage the client service cycle and vendor relationships. The Client Manager will anticipate client needs and questions, develop options for discussion with client, and assist with implementation, as needed.

The ideal candidate has a minimum 3 years health and welfare and client management experience, either with a benefits consulting firm or within the health and welfare insurance industry. Candidate must possess strong interpersonal skills in written and verbal communication, organizational skills and financial analysis acumen. Proficiency in Excel and project management tools is required. The Maryland Life and Health License will be required.

The Client Manager position is a full-time, salaried position. RCM&D offers a friendly, team environment that encourages professional growth, competitive compensation & a competitive benefits package.

RCMD is an equal opportunity employer.

Please send cover letter, resume & salary history to [ltobin@rcmd.com](mailto:ltobin@rcmd.com). No phone calls please.