Experience the Benefits of People

Account Manager

WINNIPEG, MANITOBA

We are in the people business, dedicated to helping Canadian companies and their valued employees.

At People Corporation® we make a difference in the lives of more than one million Canadian employees and their families, by providing employee group benefits, wellness solutions, group retirement and pension solutions, and HR services.

We provide customized solutions to fit the unique needs of companies operating in different industries, employing people across multiple generations and with a broad range of demands.

As a publicly traded company with over 700 employees, we are one of the fastest growing companies in Canada and are dedicated to helping you succeed.

HOW TO APPLY

Interested applicants please forward your resume to *careers@peoplecorporation.com*. We thank each applicant for their interest and only those selected to move forward in our recruitment process will be contacted.

FOR ADDITIONAL INQUIRIES

Persons with disabilities who require accommodation in the application process or those needing an alternate format may email a request to *careers@peoplecorporation.com* or visit *peoplecorporation.com.*

We are adding an **Account Manager** to our growing HealthSource Plus team to continue to drive our rapid growth and to provide exceptional support to our Ontario client service and sales teams.

Our ideal candidate is someone who is committed to providing memorable customer service, wants to be part of a growing and dynamic team and who thinks creatively.

KEY RESPONSIBILITIES

- Handle any incoming inquiries from clients, sales consultants/brokers and other staff in a timely manner.
- Manage the service delivery of an assigned block of business and maintain regular contact with external and internal clients to ensure optimal service
- Conduct in person client meetings and retention meetings, presenting annual financial renewal to clients including a review of all products and value-added services available.
- Finalize and present any employee presentations requested by client.
- Along with the Billing and Data Services team, work with the client to collect deficits, outstanding premiums or claim funding adjustments.
- Follow-up on requests for group cancellation and claims experience immediately upon receipt in an effort to retain account/client.
- Maintain a high level of knowledge on employee benefit legislation, administrative issues, plan rules and client specific procedures
- Participating in industry conferences, seminars, etc. in order to promote services and enhanced knowledge of industry trends and activities

CORE QUALIFICATIONS

- A minimum of 5 years experience in the group benefits industry
- A valid and current LLQP
- Bilingual (English & French) would be an asset
- Strong communication skills with the ability to express your ideas, suggestions and recommendations with all levels
- Self-motivated, resourceful and results oriented
- Detail oriented with an ability to problem-solve
- A good team player with a proactive attitude and always willing to be on the top of emerging best practices

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