



JOB POSTING

POSITION TITLE: National Account Executive

DEPARTMENT: Business Development

BASE/LOCATION: CO, GA or TX satellite office

Functional Scope of Position: Under the general direction of the Vice President, Business Development, plans, conceives and develops sales operations strategies and supportive processes to increase customer base and to maximize sales and profits/revenues, working within SSAD's established target market development strategy.

PRIMARY COMPONENTS :

1. Identifies and pursues sales opportunities within the targets markets of self-insured and captive employers and employer groups, Third Party Administrators and insurance carriers. Develops a full knowledge of SSAD's existing product lines and services, including all aspects of the LTD/DI industry related to Social Security advocacy services, to drive competitive edge.
2. Willingly engages in the learning process to hone new knowledge and sell additional products and services to both, existing markets and new, potential markets.
3. Gathers research intelligence on existing SSAD insurance partners. Utilizes business intelligence and reporting tools to anticipate and respond to potential opportunities (and threats) for new business development. Works through SSAD's Management structure to resolve customer issues.
4. Maintains and cultivates relationships with existing SSAD insurance partners through periodic visits to carrier/TPA locations to increase business (up-sell and cross-sell) within accounts - e.g., sell to D.I. Depts. of existing LTD customers.
5. Utilize internal, available human capital resources, as appropriate, for effective, successful sales/account management visits – collaborate and travel with an attorney, member of the management group, or Post-Awards Manager.
6. Gathers research intelligence on competitive trends and best practices within the industry.
7. Provides statistical periodic reporting to insurance partners, as requested.
8. Collaborates with Vice President on sales strategy, pipeline and projections to advance potential opportunities and promote SSAD in the marketplace. Assists in the creation of effective forecasting models.
9. Participates in the creation of innovative product upgrades for “next generation” marketplace needs to increase SSAD's capabilities and new partnerships.

10. Participates in regional claim associations/industry groups and attends industry conferences and seminars including the “social aspects” of all events.
11. Collaborates with Vice President on the preparation and completion of all RFIs/RFPs.

SECONDARY COMPONENTS:

1. Keeps abreast of current industry trends and practices to educate/inform SSAD Management and staff.
2. Oversees accuracy of agreements and abstract information in customer database.

OTHER COMPONENTS:

The items listed as primary and secondary components represent a description of the ordinary duties of the position. It should be expected that other duties, both related and unrelated, may be assigned and required.

EDUCATIONAL DEVELOPMENT OR EQUIVALENT:

Bachelors Degree in Business, Marketing or related field, preferred.
Advanced Degree in related field, strongly preferred.
Demonstrated, progressive experience in insurance claims or Disability Management/Social Security Advocacy services desired/required.

WORKING DEMANDS:

Excellent communication skills - both oral and written.
Demonstrated ability to manage multiple priorities, meet deadlines and produce results.
Ability to work under pressure, create consensus, make decisions in a fast-paced environment.
Computer proficiency - including MS Office software and other programs.
Professional demeanor.
Strong, successful leadership qualities to influence/inspire others.
Extensive overnight air and land travel required.
Ability to work independently and remotely.
Willingness to attend sales and management training - as necessary/available.