



Example of Client Executive Job Description

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Our innovative and growing company is hiring for a client executive. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for client executive

- Understand the business objectives of clients and lead the development of custom solutions to address those needs
 - Effectively present risk management solutions to clients and prospects and negotiate compensation, ensuring that the full scope of services is priced appropriately
 - Discuss expectations and performance with clients through a client satisfaction/loyalty survey and monitor overall client satisfaction and adherence to Client Service Agreements
 - Develop strategic business plans for a portfolio of clients and prospects to meet specific retention and sales goals
 - Facilitate communication between the client and service team members locally, nationally and/or globally while overseeing the quality of deliverables and enforcing critical deadlines
 - Present renewal proposals to existing clients and proposal responses for prospective clients
 - Review quote statuses with client and determine final negotiating points within the National Brokerage group
 - Reconfirm renewal strategy with team, based on client dialog
 - Maintain status of at-risk and lost accounts and execute client retention strategies
 - Function as a visible leader within a given industry and actively participate in industry associations, organizations, boards and charities, as appropriate
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- 10+ years of employee benefit products and of intermediate analytical knowledge on funding options
- Is fully accountable, responsible and owns the relationship with the customer
- Adopt a strategic, proactive role, which is focused on the short, medium to long-term goals of the customer requirement
- Build and cultivate C-level relationships to achieve objectives, grow the account, meet revenue targets and deliver optimum customer satisfaction
- Utilize consultative and insights selling methodologies to shape and influence the clients' strategic direction and to become a trusted advisor in assigned account
- Identifies and develops incremental opportunities that result in profitable revenue growth