



September 10, 2018

We have an opening in the Louisville office for an **Account Manager**. This position will report to the Director, Established Business. This is a non-exempt position.

The overall scope for this position will be responsibility for customer retention and the overall servicing of accounts.

Responsibilities will include:

1. Manage, monitor and service assigned client base
2. Manage the renewal process for assigned client base, including rate negotiation and plan design recommendations
3. Maintain an acceptable level of retention and profitability on book of business
4. Build and maintain key client and producer relationships
5. Develop and maintain key internal relationships
6. Present a positive image of DCPG to the marketplace
7. Develop and maintain key relationships with Sales Representatives
8. Communicate regularly among department team members regarding broker/client correspondence/issues
9. Ability to work well with Sales Representatives in joint presentations to agencies/brokers/clients
10. Performs other duties as assigned.

The qualified candidate should have the following credentials

1. Four year college degree
2. Four to seven years of experience in insurance, sales or marketing
3. Licensed by State of Ohio in Life, Accident and Health required
4. Demonstrated success dealing with large membership clients
5. Demonstrated success dealing with Brokers/Consultants
6. Demonstrated success meeting goals and targets
7. Demonstrated success managing a complex book of business
8. Successful track record of strategic planning and implementation
9. Willingness to travel (some overnight, as needed)
10. Valid driver's license
11. Proficient computer skills including MS Word, Excel and Outlook

This is a unique opportunity to contribute to the growth and development of an industry leader. The Dental Care Plus Group offers a great work environment, excellent benefits, and opportunity for professional and financial growth.

All interested candidates may submit a confidential letter and resume, specifying your experience, qualifications and salary requirements to Mr. Michael Waldman at 100 Crowne Point Place, Cincinnati OH 45241 or jobs@dentalcareplus.com