

PENSIONS ACCOUNT EXECUTIVE

BF&M Limited ("BF&M") offers residential and commercial property, casualty, motor and marine insurance products, as well as group and individual health and life plans. The Company also offers pension administration and investment advisory services.

BF&M is currently seeking an experienced Pensions Account Executive, to join our Group Pensions team. Reporting to the Senior Vice President, Investment Services, the Pensions Account Executive partners with our Group pension clients to assist them with emerging trends in pension benefits, their annual pension review process, and other possible options that would meet or enhance the goals of the client.

RESPONSIBILITIES INCLUDE:

- Achieve annual business objectives including prospecting and developing new business sales, and managing profitability of new and existing accounts
- Add value to our clients through presentations on benefit topics and strategic solutions for their benefit program
- Maintain relationships with each client by leading regular meetings to gain understanding of key business issues and bringing viable solutions to the client to address those needs
- Create and execute meaningful long-term strategic benefit plans for our clients
- Maintain knowledge of employee pension and investment programs including program design, compliance and legislation, and emerging trends
- Support agent administrative and account inquiries
- Manage the group pension termination process

EDUCATION, EXPERIENCE & SKILLS:

- Series 6 or 7 license or equivalent
- Certified Benefits Specialists (CEBS) or Associate and Life Management Institute (ALMI) designation or equivalent.
- Minimum 5 – 7 years' experience in the Investment industry with in depth knowledge of group benefit plan designs and applicable financial and underwriting principles as applied to group benefits plans
- Significant experience in dealing with US 401k pension plans and the rule associated with those plans
- Extensive experience in all aspects of customer relations management
- Proven track record in achieving sales targets and goals for new business
- Strong Microsoft Office skills
- Highly organized, with the ability to manage multiple priorities
- Strong presentation skills, with exceptional communication skills through all mediums

CLOSING DATE

January 12, 2018

Interested applicants should apply in writing to:

BY MAIL

Human Resources
Department
BF&M Insurance Group
PO Box HM 1007
Hamilton HM DX

BY EMAIL

bfmjobs@bfm.bm

Headquartered in Bermuda, BF&M is a multi-jurisdiction insurance group with a proud, longstanding heritage. We offer an environment where employees can feel proud to work and have the opportunity to add value and grow while making a meaningful contribution to our community.