



134 N. LaSalle St, Suite 220, Chicago, IL 60602
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Position: Account Executive

Job Description and Duties: The Account Executive will serve to advocate Morneau Shepell's global Employee and Family Assistance Programs and integrated employee wellness offerings, while promoting the company as a leader in employee engagement and productivity services to our client base. Key areas of focus include the development and ongoing management of strong, productive relationships with executive level client contacts (i.e. C -Suite), alignment with Morneau Shepell's Senior Leadership teams as required, and to collaborate with Sales, Implementation teams and other enabling groups to cross sell additional business to existing clients.

The Account Executive role requires a strong combination of sales and account management skills, and business and financial acumen. Success in this role can be defined by year over year increases in metrics related to: targeted revenue growth and share of wallet per client, profitability improvements within assigned client base, NPS scores and client retention rates.

Qualifications: 5+ years of experience in Sales and Account Management in the health and wellness, human resources, or professional services sector; experience in a consulting environment where multiple programs and clients are serviced is ideal. A strong understanding of Human Capital Management and Employee Benefits landscape.

A successful track record of building rewarding partnerships with clients, and forging collaborative relationships with colleagues and business leaders; reference ready clients within book of business.

Demonstrated ability to deliver strong presentation, and account management and service skills.

Education: Undergraduate degree in Business, Human Resources, or Health Sciences; and additional accreditations and ongoing subject matter expertise in Health and Disability Management practices, policies, and associated legislation.

Send Resume and Reference List to: Thania Cadet- tcadet@morneaushepell.com