

A DIVISION OF **RCM&D**

BUSSMALL GROUP CLIENT MANAGER at EBS

FULL-TIME | REMOTE OR HYBRID IN DC, MD, PA, VA | 3-5 YEARS OF EXPERIENCE | \$65-\$75K

Job Summary As a Client Manager at EBSa Division of RCM&D, you'll partner with clients to guide them through the annual renewal process, presenting opportunities that align with their goals. Your focus is on adding value to clients and ensuring their competitiveness in the industry. You'll work collaboratively within a team, embodying the Collaborative Way, and engage in continuous professional development.

Ideal Candidate

Are you a motivated professional looking for an exciting opportunity to grow in a client-facing role? We are seeking a Client Manager with at least 3 years of professional work experience.. While experience in medical insurance benefits, small group benefits, or ancillary lines is preferred, it is not required—we welcome candidates from diverse backgrounds who are eager to learn and thrive in the insurance industry. A bachelor's degree is preferred, and a Maryland Life and Health license is a plus.

The ideal candidate is highly organized, an excellent communicator, and adept at multitasking. They should have a problem-solving mindset, the ability to build strong relationships, and comfort using technology effectively in a client-focused role. We are looking for individuals with a strong work ethic and a proactive approach who are excited to develop expertise in insurance benefits.

Education/Experience

- 3+ Years of professional work experience.
- 3-5 years of experience in benefits, preferably with small-group medical products knowledge
- Bachelor's degree preferred
- Maryland Life and Health License is a plus.
- Strong organizational and communication skills, Ability to prioritize effectively and multitask
- Proficient in using business technology, Proactive approach to problem-solving
- Comfortable building relationships and uncovering issues before clients call.

Quick Links

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Compensation & Benefits

- The Client Manager role offers a competitive salary, of \$65,000-\$75,000 inclusive benefits package, and opportunities for professional development.
- Benefits at the company include a medical plan, dental, and vision options, with access to a national network of doctors. They provide company-paid Life and Disability coverage for employee well-being. The vacation policy is flexible, and maternal leave offers three months of full pay.