

## Client Manager

Craford Benefits Consultants is a leading privately held mid-sized firm providing health and welfare brokerage and consulting services to public and private employers throughout the U.S and several international locations. Founded in Portland over 40 years ago, Craford has additional offices in San Rafael, CA and Charlotte, NC. For more information visit their website at [www.craford.com](http://www.craford.com).

Craford has an immediate need for a high caliber Client Manager in their downtown Portland office. This individual will partner directly with clients to provide consulting and plan implementation services. The Client Manager will be an integral member of the multi-office Craford team. This position reports on a matrix basis to the Portland Office Leader and the Managing Director of Consulting located in San Rafael.

Responsibilities include providing benefits and HR consulting services to clients in support of their business objectives. Services include benefit plan design alternatives, carrier marketing and bid analysis, technology solutions to improve efficiency, and plan implementation support. This individual will also participate in due diligence and implementation work serving Private Equity clients. Other responsibilities include new business development in partnership with senior consultants. Some domestic travel is required.

Qualifications include a BS degree in business and minimum of 5+ years of relevant work experience including a strong focus on health and welfare insurance sales, service, renewals, and/or underwriting. Experience in HR or employee benefits consulting is desired. Demonstrated experience working in a matrix environment with a strong team focus is preferred. Superior communications, negotiating, and interpersonal skills are essential. CEBS certification is a plus.

Craford is an EEO employer and offers an attractive compensation and benefits package. All interested candidates should send cover letter and resume to: Client Manager c/o MBL Group, LLC, Attn: Paul Barber, 111 SW Columbia Street, Suite 1010, Portland, OR 97201-5844  
FAX 503-224-6707 or email [employment@mblgroup.com](mailto:employment@mblgroup.com)