

Position Title: Director of Analytics
Reports To: Chief Sales Officer- Employee Benefits
Location: Salt Lake City or Denver

Position Summary

The Director of Analytics will be involved in the dynamics of evolving our underwriting, data analytics, forecasting schemes and partnering with our Direct of Client Services on system processes. Additionally, will be required to attend department meetings, training, carrier lunch and learns and build vendor partnerships. He/she will interface with insurance carriers to acquire data, renewal information, and forecasting data. This person should be proficient in client and prospecting meetings to demonstrate our analytics capabilities.

Essential Duties and Responsibilities:

- Implementation of analytics software for large employer groups
- Implementing Data Science software for predictive modeling, actionable items for claims mitigation
- Underwriting schemes with forecasting, tracking, and projections
- Transparency tools
- Pharmaceuticals- best practices, PBM analysis
- Workable knowledge of 340 B pharmaceutical
- Self-funding and level funding training and methods
- Reference-based pricing programs
- Healthcare captives resources
- Medical and pharmaceutical tourism
- High-performance networks
- Stop-loss coverages, i.e., aggregating specifics
- Onsite Clinics, providers, what is available in the Market
- Keep informed of industry developments through review of trade press and by attending insurance carrier training meetings on new products, etc.
- Perform other specific duties and projects as assigned by agency management.

Qualifications:**Education and Experience:**

- High School diploma or equivalent required
- College degree from a four-year university, or equivalent combination of education and experience
- Experience in employee benefits (accident & health and life) insurance with larger and more complex middle market clients and risks is preferred

Licenses or Certifications:

- Active/In process Utah Accident & Health and Life Insurance license preferred

Required Job Knowledge and Skills:

- Ability to establish and develop strong relationships with clients, carriers, trusted business partners and coworkers



Job Description

- Business development and financial evaluation skills
- Good organizational and time management skills