

Account Manager – Group Benefits & Retirement

 GTA | Oakville - Burlington - Hybrid

Eazy Benefits is a Canadian-owned, boutique national brokerage specializing in modern, tailored group benefits, retirement solutions, and life insurance advisory. We work with clients ranging from small businesses to organizations with 5,000+ employees, delivering white-glove service backed by cutting-edge technology and decades of expertise.

We're growing fast and seeking a client-focused, relationship-driven **Account Manager** to join our Canada wide team. This is an exciting opportunity to work with an established book of business while contributing to the continued expansion of one of the country's most forward-thinking brokerages.

Key Responsibilities

Client Relationship Management

- Serve as the primary point of contact for a portfolio of clients, delivering best-in-class service and support
- Build and nurture long-term client relationships by understanding their unique goals and delivering tailored benefits solutions
- Act as a trusted advisor, guiding clients through plan designs, renewals, market trends, and optimization strategies

Business Development

- Identify and execute upsell and cross-sell opportunities to expand existing client programs
- Actively participate in networking and prospecting to grow the client base within the corporate sector
- Collaborate with the sales and marketing teams to support strategic growth initiatives

Program Design & Implementation

- Work closely with clients to design and implement comprehensive group health, dental, and retirement benefit plans
- Coordinate with internal teams to ensure seamless onboarding and ongoing service delivery
- Stay informed on industry trends and innovations to proactively advise clients on new solutions

Problem Solving & Analysis

- Respond to client inquiries with a solution-oriented mindset, ensuring swift and effective resolution
- Analyze client feedback and usage data to recommend strategic improvements and cost-effective plan changes

Internal Collaboration & Communication

- Partner with sales, underwriting, and service teams to align on deliverables and execution
- Prepare and present high-quality proposals, reports, and renewal presentations to clients and prospects

What You Bring

- 3+ years of experience in group benefits, client service, or account management
- LLQP license (or willingness to obtain)
- Strong communication skills with the ability to build trust and manage executive-level relationships
- A collaborative, solutions-driven approach to problem-solving
- Detail-oriented with strong organizational and project management capabilities
- Based in **Toronto** and available to work Hybrid within the Burlington / Oakville area

Why Join Eazy Benefits

- National reach with a boutique, hands-on culture
- Exceptional employee benefits and **5% RRSP matching**
- Significant opportunity for **career growth** in a high-performance environment
- A workplace culture that blends professionalism with energy, collaboration, and fun
- A tech-forward approach to insurance and benefits
- Leadership with decades of experience and a clear vision for the future

If you're ready to advance your career with a forward-thinking, people-first firm that's redefining what insurance can look like, we'd love to hear from you.

✉ Apply at: careers@eazybenefits.com

🌐 Learn more: www.eazybenefits.com