



L&A Insurance Client Executive

We're seeking a seasoned *Life & Annuity Client Executive* to join a dynamic team serving clients across the Northeast.


This role focuses on enabling Insurance organizations—particularly in the L&A and P&C sectors—to reduce IT complexity, align technology with business goals, and deliver superior customer experiences through smart digital solutions. The successful candidate will operate as a strategic business partner to senior client stakeholders, leading current engagements while identifying and growing new opportunities that deliver real business outcomes.

What You'll Do:

- Own revenue and profit goals, managing a diverse client portfolio and various deal structures
- Apply a consultative, enterprise-wide selling approach to identify and drive new opportunities
- Lead client conversations that span Insurance services, BPO, Digital, Data & Analytics, Infrastructure, Cloud, and Security
- Partner with internal consultants, sales teams, and technical SMEs to design and deliver high-impact solutions
- Oversee delivery of complex, enterprise-wide transformation programs
- Cultivate and maintain executive relationships across client organizations
- Act as both a client advocate and internal voice of the customer, ensuring alignment and satisfaction

What You Bring:

- A strategic mindset with a proven ability to influence and engage multiple C-level executives
- 8+ years of experience in the Insurance industry, with deep expertise in Life & Annuity and a secondary focus in Property & Casualty
- Strong leadership experience managing client relationships and overseeing \$25M+ portfolios
- Knowledge of leveraged delivery models and hands-on experience with modern Insurance, BPO, and digital transformation methodologies
- Demonstrated success in driving growth, transformation, and measurable outcomes for clients
- A background in consulting is highly desirable; an MBA is a plus
- Ability to travel up to 60%
- Preferred base location: New York or New Jersey

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