

## MGU Business Development Manager - Healthcare Stop Loss Underwriting

**Location:** In person, Phoenix, Arizona

**Employment Type:** Full-Time

**Salary:** \$100k- \$120k, DOE

### About the Company

Vault Risk Management Solutions is a healthcare-focused general underwriting organization specializing in medical stop loss and related healthcare risk solutions. We partner with brokers and carriers to deliver disciplined underwriting, innovative products, and long-term value to healthcare organizations nationwide.

### Position Summary

The Business Development Manager is responsible for driving new business growth within the medical stop loss market by developing broker and carrier relationships, sourcing new opportunities, and supporting profitable underwriting outcomes. This role requires deep knowledge of stop loss products, market dynamics, and carrier expectations, and works closely with underwriting and leadership teams to align growth strategy with risk appetite.

### Key Responsibilities

#### Business Development & Sales

- Generate new business opportunities within the medical stop loss market, including self-funded employer groups and healthcare organizations.
- Develop and manage strong relationships with brokers, consultants, MGAs, and strategic partners.
- Clearly articulate stop loss product offerings, underwriting approach, and value proposition to external partners.
- Achieve production and growth targets while maintaining underwriting discipline and profitability.

#### Carrier Relationship Management

- Build, maintain, and strengthen relationships with carrier partners supporting stop loss programs.
- Serve as a key liaison between carriers and internal underwriting teams.
- Ensure carrier requirements, guidelines, and reporting expectations are met.
- Collaborate with carriers on capacity, pricing strategy, program performance, and growth initiatives.

## **Market & Relationship Management**

- Act as the primary relationship manager for assigned broker and carrier partners.
- Conduct regular pipeline reviews, performance discussions, and strategic planning meetings.
- Represent the company at industry conferences, broker events, and stop loss–focused forums.
- Monitor stop loss market trends, competitive activity, and regulatory developments.

## **Collaboration with Underwriting**

- Partner closely with stop loss underwriters to evaluate new opportunities and structure competitive, compliant submissions.
- Provide market intelligence to underwriting and leadership to support pricing, plan design, and product enhancements.
- Support renewal strategies and portfolio management to ensure sustainable growth.

## **Reporting & Strategy**

- Track and report on pipeline activity, production metrics, and carrier performance.
- Contribute to annual business plans, territory strategies, and growth forecasts.
- Use data and market insight to inform strategic decision-making.

## **Required Qualifications & Experience**

- Bachelor’s degree in Business, Finance, Healthcare Administration, or related field (or equivalent experience).
- 5+ years of experience in medical stop loss underwriting, business development, or sales.
- Demonstrated expertise in stop loss products, plan design, underwriting fundamentals, and market dynamics.
- Established broker and/or carrier relationships within the stop loss market strongly preferred.
- Proven ability to drive profitable growth in a specialty insurance environment.

## **Skills & Competencies**

- Strong knowledge of medical stop loss structures, terms, and underwriting considerations.
- Excellent relationship management skills with brokers and carrier partners.
- Effective communicator with strong negotiation and presentation abilities.
- Collaborative mindset with the ability to work cross-functionally.
- Self-directed, results-oriented, and comfortable operating in a growth-focused environment.

## **Why Join Us**

- Opportunity to play a key role in expanding a specialized stop loss underwriting platform.
- High visibility with senior leadership and carrier partners.
- Competitive compensation, performance incentives, and comprehensive benefits.

**To apply, please send all applications to [jkessinger@allthingsvault.com](mailto:jkessinger@allthingsvault.com) or visit <https://www.linkedin.com/jobs/view/4354441405/>.**