



Mark Lopez, Senior Account Executive

Senior Account Executive at BSI Corporate

Benefits, Mark acts as the lead Account Executive on all Private Sector and BSI CORE accounts assuming the following roles:

- Direct client contact for all employee benefit needs
- Integrated hands-on service and training for employers and employees
- Liaison between clients and insurance carriers
- Conducts aggressive market analysis
- Review insurance contracts and agreements for accuracy and to ensure that language is in the client's best interest
- Coordinate all details of coverage transfers to ensure contractual obligations are met and to avoid loss of coverage for plan participants

Prior to joining BSI Corporate Benefits, Mark worked as an Account Executive for a large Employee Benefits Consulting firm out of Souderton, PA. Included in his book of clients, he was responsible for their largest self-funded account with over 3,000 employees. In addition to managing the client on a day-to-day level, he was also responsible for all the Hispanic communications and open enrollment meetings and is fluent in Spanish. Over this 14 year career in PA and NY, he brings his knowledge and experience in Health Care Reform, Benefit Plan Designs, Health Care Management Technology, Project Management and Customer Service.

Mark is proud to live and work in the Lehigh Valley. He currently lives in Macungie, PA with his wife, son and is expecting a new baby in December 2016.

Mark holds his Life & Annuity and Accident & Health licenses.