



# MAX HUGHES

## ACCOUNT DIRECTOR

Max Hughes serves as account director at BSI Corporate Benefits, working closely with clients to ensure their employee health and disability benefits are the best in value and coverage for their employees. Max has over 6 years of multi-faceted experience in the industry. As an account director at BSI, Max serves as the lead on several accounts, applying his experience to help clients and their employees understand their benefits in addition to providing day-to-day support. In close collaboration with BSI's actuarial department, Max summarizes different plan options and recommends customized solutions to address each client's benefit needs. Max meets with his clients to review claims reports, utilization reports, employee engagement strategy and execution, wellness program effectiveness, as well as overall benefits program strategy.

Max manages the complete rollout process for all ancillary benefit programs to groups and their employees (employer paid and voluntary), including but not limited to: life, voluntary life, long-term disability and short-term. He facilitates on-site meetings at all necessary locations and conducts live webinars to guarantee benefits are explained to all employees and dependents for all necessary shifts.

Prior to joining BSI Corporate Benefits, Max served as a financial analyst at Allergan, Inc., a global pharmaceutical company focused on the development of advanced formulary solutions. During his time at Allergan, Max specialized in data mining via SAP ERP and BW/HANA analyst platforms. Max also served as a business analyst at Computer Aid, Inc. where he modeled data sets to optimize the extraction and load times to address client specific needs.

Max holds his life, accident, and health licenses with over 50 insurance carriers nationwide.

Max is a graduate of Centenary University and holds a degree in mathematics. He is based in BSI's Bethlehem office and currently resides in Nazareth, PA.