



## **John Benson**

**Senior Director, Client Advocate  
Health and Benefits Practice**

### **Relevant Experience/Specialization**

John Benson is Senior Director at Willis Towers Watson Northeast in their Health and Benefits Practice. His primary responsibility is new business development. John is also involved in providing consulting services to many clients and oversees many client relationships and other marketing initiatives.

John previously was employed at CGI Consulting Group, Inc. He began in 1989 as a member of the Operations Department where he was responsible for Enrollment Coordination as well as Auditing/Production of monthly carrier billing and other reporting required for clients. In 1990, John was promoted to Account Executive where his primary duties shifted to management of his clients' benefit programs. John excelled in managing his client's benefit programs and client relationships. He was successful with many new client implementations involving strategic planning, plan design, financial analysis and the coordination of outsourced administrative services. John managed a significant book of business for many years.

John also managed a team of Consultants and then took over responsibility for the oversight of all consulting staff and functions. He helped to create standards in many areas of the consulting services as well as fostered a sense of teamwork and idea sharing among the Consultants. John also managed the Product Marketing department for a period of time.

### **Education and Credentials**

John has been very successful in his current role of new business development and client advocacy. John also assists with marketing through speaking engagements and participation with many professional organizations including SHRM Philadelphia, SHRM of Berks County, National Business Group on Health, Pennsylvania Chamber of Business and Industry, Lancaster County Business Group on Health, Worldwide Employee Benefits (WEB), National Employee Benefits Advisory Forum (NEBAF), PEBA and the International Foundation of Employee Benefit Plans (IFEBC). John serves on the Board of Directors for the Lancaster Area Habitat for Humanity and the Membership Services Committee for the Lancaster County Business Group on Health.