



Sharon R. Monroe

Bearing Advisors | Assistant Vice President, Account Management

Areas of Expertise

- **Employee Benefits Strategy.** With 33 years of experience in the employee benefits industry, Ms. Monroe has helped businesses and individuals navigate the complexities of benefit solutions. Specializing in plan design, compliance, and strategic consulting, she is skilled in navigating evolving regulations, cost management strategies, and innovative benefit structures. Throughout her career, Ms. Monroe has worked with businesses of all sizes, ensuring tailored solutions that align with corporate goals while prioritizing employee well-being. Her expertise spans across group health insurance, voluntary benefits, and wellness programs, with a keen understanding of emerging trends and legislative changes affecting the industry.
- **Business Development.** A trusted advisor, Ms. Monroe is known for her commitment to providing proactive guidance, fostering strong relationships, and delivering measurable results. Whether it's optimizing benefit packages, streamlining administrative processes, or enhancing employee engagement, she is dedicated to excellence in the field of employee benefits insurance.
- **Financial Services.** Ms. Monroe's vast knowledge and experience in the employee benefits industry allows her to tailor solutions to aligning financial objectives with benefits programs for long-term stability.

Professional Experience

- **Bearing Advisors, LLC**, Assistant Vice President, Account Management, 2025-present
- **McGriff Insurance/BB&T Insurance Services**, Benefits Consultant, 2012-2023
- **CMS Insurance**, Benefits Consultant, 2011-2012
- **United Healthcare**, Account Executive, 1999-2011
- **Prudential Healthcare**, Account Manager/Small Group Sales Rep., 1990-1999

Professional Licenses and Services, Awards, Recognition, and Certifications

- Property and Casualty Insurance License, 2011
- NC Life and Health Insurance License, 1991