

Commercial Lines Account Executive

The **Commercial Lines Account Executive** is a newly created position for a growing regional agency. The ideal candidate is someone who has strong technical knowledge of the property and casualty industry, is accustomed to providing world class service to large and middle market clients, and is able to build relationships with customers, carriers, and internal stakeholders. In this role you will serve as the lead client service team member on select accounts and prospects, providing senior level guidance on insurance and risk management solutions, work closely with producer team to ensure that new business opportunities are developed, gather information and perform complete background work up on new business opportunities, and create sales presentations and attend initial prospect calls with producers to better execute on commitments made during presentations

Insurance Account Executive Duties and Responsibilities

- Marketing new insurance accounts for the specified agent.
- Servicing and managing existing insurance accounts.
- Run point in existing accounts for all daily service needs.
- Advice clients on their insurance needs.
- Cross Sell Existing account
- Provide appropriate solutions for client's insurance needs.
- Supervise and ensure that there is quality service delivery.
- Give advice and direction to Account Management Team.
- Ensure that clients are complying with insurance procedures at the agency.
- Stay on top of trends with insurance companies for new products, services, use of technology and underwriting appetites.

Insurance Account Executive Skills and Specifications

- Quick in mathematical calculations.
- Excellent at spoken and written communication skills.
- Integrity and honesty.
- Self-drive and self-motivation.
- Ability to gather and analyze information.
- Confidence in defending business presentations.
- Excellent negotiation skills.
- Keen to organization and neatness.
- Past work experience with AMS 360 or similar systems
- Proficient in Microsoft Excel

Insurance Account Executive Education and Qualifications

- Three to five years' experience in the field of insurance and sales.
- Good background in Mathematics and English.
- Middle market account management
- Great sales personality with a desire to be involved in all phases of the new business and renewal process.
- You will spend a lot of time interacting with and meeting clients