

Job Title: Commercial Insurance Account Manager

Responsibilities:

1. Client Relationship Management:

- Cultivate and maintain strong relationships with commercial insurance clients, understanding their business objectives and insurance requirements.
- Act as the primary point of contact for clients, addressing inquiries, providing updates, and ensuring overall satisfaction.

2. Portfolio Management:

- Oversee a portfolio of commercial accounts, tracking policy renewals, and ensuring timely and accurate documentation.
- Analyze and assess clients' insurance needs, recommending appropriate coverage enhancements or adjustments.

3. Insurance Solution Development:

- Collaborate with clients to understand their risk profile and business operations, providing expert advice on suitable insurance solutions.
- Work closely with insurance underwriters to negotiate terms, coverage, and premiums on behalf of clients.

4. Policy Administration:

- Manage the end-to-end policy administration process, from policy issuance to claims processing.
- Ensure compliance with industry regulations and company policies.

5. Risk Management Consulting:

- Provide proactive risk management guidance to clients, identifying potential exposures and recommending strategies to mitigate risks.
- Conduct periodic risk assessments and reviews to anticipate and address evolving business needs.

6. Market Research and Benchmarking:

- Stay informed about industry trends, market conditions, and emerging risks to offer clients informed insights.
- Conduct benchmarking analysis to ensure clients receive competitive and comprehensive insurance solutions.