



Account Manager

Hays • Melbourne CBD VIC



Base pay

\$100,000 - \$120,000



Work type

Permanent



Contract type

Not provided

Job details



Date posted

06 May 2022



Expiring date

06 May 2023



Category

Insurance



Occupation

Account Manager



Base pay

\$100,000 - \$120,000



Work type

Permanent



Job mode

Standard business hours



Work Authorisation

**Australian citizen /
Permanent resident**

Skills

STRONG WORK ETHIC

Full job description

Your new company

One of Australia's leading National Insurance Broking firms, with a group of widely experienced and highly qualified industry experts! This company has over 250 staff across 9 offices Nationwide. This is an organisation that provides a welcoming and supportive environment for all employees, with a large focus on internal career opportunities!

Your new role

This is a fantastic opportunity to join a first-class team of insurance brokers. This role will see you managing a diverse portfolio, with accountability for retaining existing business and developing new business.

Key responsibilities:

- Maintain and demonstrate sound knowledge of clients' business and industries to ensure their needs are always protected.
- Influence outcomes to maximize the potential for long term relationships by providing professional advice and presenting recommendations and options to clients.
- Provide support, appropriate guidance and meaningful feedback to increase the capability of individuals in the unit.
- Obtain renewal instructions from clients and negotiate terms with underwriters.
- Prepare renewal documents ensuring finalisation of new policies within timeframes and attaching applicable specifications to the proposal.

- Undertake appropriate activities to achieve/maintain RG146 compliance.

What you'll need to succeed

- Tier 1 (Insurance Broking) working towards Diploma IB.
- Broking Authority Level (BAL).
- 5+ years' experience as an insurance broker.
- Construction insurance experience is highly desirable!
- Excellent stakeholder management skills/experience.
- Strong work ethic and drive to succeed.

What you'll get in return

- Large variety of internal progression opportunities!
- Exceptional employee benefits: Team bonding days, Me days, Purchase leave, Financial Planning advice and more!
- Flexible working conditions.
- Excellent remuneration package.
- Fantastic culture that values both their employees and clients.

What you need to do now

If you're interested in this role, click 'apply now' to forward an up-to-date copy of your CV, or call us now.

If this job isn't quite right for you but you are looking for a new position, please contact us for a confidential discussion on your career.

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