

## Senior Account Executive

Fuse Recruitment • Southbank VIC 3006



Base pay

\$100,000 - \$130,000



Work type

Full time



Contract type

Permanent

### Perks

COFFEE & TEA

COMPANY LAPTOP

COMPANY PHONE

FLEXIBLE HOURS/TIME

SUPERANNUATION

COMMISSIONS AND INCENTIVES

INCENTIVE PROGRAMS

### Skills

BANKING/INSURANCE

COMMERCIAL INSURANCE

INSURANCE BROKERAGE

### Full job description

#### Are you an insurance professional looking to take the next step?

We are recruiting for a Senior Account Executive to join one of Australia's fastest growing brokerages in their South Melbourne office. Because the business is growing so quickly there will be a lot of long term opportunities to ensure you keep growing.

We are looking for a motivated and engaging individual, who is keen to grow and step up with the business.

#### Benefits to successful applicant:

- A competitive salary package, based on previous experience

### Job details



Date posted

09 May 2022



Expired On

08 Jul 2022



Category

Insurance



Occupation

Insurance Sales & Broking



Base pay

\$100,000 - \$130,000



Contract type

Permanent



Work type

Full time



Job mode

Standard business hours



Industry

INSURANCE



Sector

PRIVATE BUSINESS



Work Authorisation

WORK VISA

- Fantastic long term development opportunities
- Join a close-knit team whilst being part of a much larger organisation
- Manage a portfolio of \$500k with the support from the team
- Excellent working environment and team-based culture, a friendly and supportive culture
- Opportunity to grow their career and develop client relationships by managing their own portfolio

**Duties and responsibilities include:**

- Responsibility for a portfolio of Mid-Market clients servicing a wide range of clients and industries
- Support and drive new business opportunities and develop new client networks
- Develop and maintain strong relationships with key clients
- Provide risk management advice and comprehensive insurance knowledge to clients
- Maintain industry/market knowledge
- Provide an outstanding and efficient service to all customers
- Train and mentor junior brokers

**We are looking for someone with:**

- Broking experience across commercial clients
- Tier 1 Broking Qualification
- A willingness to learn and be flexible in a growing and innovative environment
- The ability to build strong client relationships, we make our client our number one priority
- Excellent verbal and written skills, with the ability to communicate at all levels
- Enjoy being part of a team and contributing to a positive culture

If you are interested in this new opportunity, please **apply directly**, or for a confidential discussion please contact **Amy Hatfield** at **Fuse Recruitment** on **0435 727 524**.

At Fuse, we specialise in recruitment for the insurance industry and actively source for a broad range of established clients. If you are a broking, underwriting or claims professional looking for your next opportunity, we'd love to hear from you!

If you know someone looking for a job, refer them to us and we'll give you \$500\* if we find them a new role!

#SCR-amy-hatfield-1

#ChooseFuse