



Account Manager

Hays • Melbourne CBD VIC



Base pay

\$100,000 - \$120,000



Work type

Permanent



Contract type

Not provided

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.

Job details



Date posted

07 May 2022



Expiring date

07 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

- 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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