

Insurance Senior Account Handler

Competitive Salary & Benefits

Liverpool

Are you an Insurance Senior Account Handler with experience of working on the full renewal process of commercial or corporate insurance programs? Do you have strong communication and relationship management skills? Are you looking for a role that will allow you to be more involved with clients and insurers and in addition to offering the opportunity of career progression?

Position Overview

Based in our Liverpool office, the Handler will assist with the profitable handling and growth of existing and new client accounts on Commercial and Corporate Risks, either on a direct basis or supporting the Account Executives in all activities related to the placement and administration of a portfolio of clients to ensure best practice is achieved to retain existing clients whilst pro-actively working to win new accounts and grow revenue.

Key Responsibilities

- Liaise with client executives regarding placement strategy for policies existing renewals and assist with the annual renewal administration and general insurance queries.
- Lead and/or participate in new business initiatives & tenders
- Request and review underwriting information
- Prepare and submit accurate market presentations in consultation with the Account Executives
- Highlight variances in market quotes to Account Executives
- Analyse quotes and work with insurers to negotiate cover and premiums
- Assist with the preparation of client reports for renewal, and specific projects as required
- Produce and/or request Insurer documentation as per legislative and regulatory requirements
- Act as direct point of contact within service team for day to day client insurance queries on certain accounts
- Act as support and alternative point of contact to Account Executives who manage the client relationship
- Administer mid-term changes to risk
- Strive to deliver best practice, market-leading service and solutions for all clients
- Develop strong working relations with carriers and or underwriters to create innovative approaches to unique client needs and provide cohesive client service.
- Achieves a thorough understanding of changing insurance and risk market conditions and informs client teams, clients and carriers of major developments affecting various types of coverage.

We have several opportunities in our Liverpool Office so if you think that you have the experience shown below then we definitely want to speak with you:

- Insurance qualified to a minimum of Dip CII level or working towards
- 10+ years experience in the insurance industry
- Proven operational/client liaison experience within Insurance
- Strong IT skills including full competency in Word/Excel/PowerPoint
- Ability to remain calm under pressure and be able to work flexibly when required
- Excellent organisational skills with the ability to manage multiple enquiries simultaneously
- Awareness of Clients' business, their business issues, insurance programmes and service plans
- Excellent communication and interpersonal skills
- Experience of SSP Pure Software preferable but not essential.

Coeus Insurance Management Ltd was formed in 2013 to advise other Companies on the full spectrum of insurance requirements necessary to protect their businesses and assets. With over 50 years combined experience, Coeus Insurance are totally independent which means that we are able to provide cost effective market leading products, accompanied with an unrivalled level of service to meet our client's requirements. Holding the prestigious Chartered Insurance Broker designation by the Chartered Insurance Institute (CII) since 2013, Coeus Insurance are publicly committed to a customer-first approach and values that align with a professional code of ethics. We provide solutions relevant to our clients needs, maintaining our knowledge through qualifications and on-going professional development.

Industry: Insurance, Finance, Management Consulting,

Employment Type: Full-time

Job Functions: Finance, Sales, Business Development