

Commercial Lines Account Manager

About United Western Insurance Brokers (UWIB)

UWIB is a forward-thinking boutique agency with roots steeped in tradition. What does this mean? It means that we offer our clients the latest in digital tools, while supporting them with old fashioned customer service.

Why you should work with us

We've worked hard to cultivate a friendly and supportive work environment. Since we're a small organization, your voice and input will be directly heard. Our goal is to support each other as a team, and truly want everyone to succeed and be proud of their work. Between our office dog, competitive benefits package, and tasty snacks and beverages, we think you'll be very happy here.

Mission of the Commercial Lines Account Manager

To grow the commercial book of business by maximizing processes and applying and sharing these strategies daily. The Commercial Lines Account Manager is expected to be responsible for fully managing a book of Commercial Accounts.

Desired Outcomes of this Role

- Focus on revenue generation and growth
 - Place business according to the goals of the agency
 - Stop, Listen, and Ask questions of your customers in order to clearly understand their needs, find account rounding opportunities and to build solid relationships.
 - Work to support the producer team by quoting new business quickly and efficiently.
- Work to have a target retention of 93%
 - Stay 120 days ahead of all commercial renewals
 - Proactively look for account rounding opportunities
 - Remarket accounts as necessary
- Participate in agency management activities including developing and managing producers:
 - Participate in generating new customer service ideas and sales strategies
 - Meet with carrier representatives and develop those relationships.
 - Provide feedback and input on agency operations, structure, processes, and decisions
- Provide outstanding inbound service on claims, billing questions and endorsements
 - Use every opportunity to confirm and update client information in ProTrac
 - Educate clients on insurance options and on UWIB's digital tools
 - Service Commercial Lines accounts in a manner so as to eliminate gaps in coverage, thus reducing E&O exposures

United Western Insurance Brokers has three core principles: Value, Integrity and Honor. We expect all team members to uphold these principles no matter the circumstances.

Critical Competencies

- Ability to accept and facilitate change
- Strong technology skills, and the willingness to embrace and implement new technology
- Must be a self-starter, dependable, accurate in completing responsibilities, and have strong attention to detail and accuracy
- Ability to work independently, set priorities, and handle multiple tasks
- Must exercise good judgment, accept responsibility, and handle confidential information
- Able to work as part of a team of people with diverse backgrounds
- Develop and maintain relationships/partnerships with other team members to share/implement best practices
- Strong abilities in problem solving, researching and decision-making
- Excellent verbal and written communication skills

Requirements

- Minimum of 8 years related work experience
- Bachelor's degree or equivalent combination of education and experience
- Knowledge of insurance industry and history of successful underwriting
- Requires a current P&C insurance license
- Must provide a minimum of one (1) letter of professional reference

Contact Us

Interested in applying? We'd love to hear from you!

Email us at: helpdesk@uwib.com