
Commercial Lines Account Executive - CAMBRIDGE

Jones DesLauriers Insurance Management Inc. is seeking an Account Executive with a passion for business development and a proven sales track record to join the Commercial Lines team in the Cambridge office. The successful candidate will also have a minimum of 5 years experience in Commercial Lines, possess superior client-service skills and a hands-on attitude.

Job Summary

The Account Executive supports the firm's growth and retention objectives by developing and pursuing leads while providing superior service to internal and external associates.

Major Responsibilities:

- Liaises with clients and insurers, responding to inquiries and requests in a timely, professional and upbeat manner
- Responds to new business inquiries; analyzes and discusses best product options to satisfy prospective client's requirements
- Meets or exceeds established sales and service targets
- Assesses risks and prepares all information for application submission
- Supports the day-to-day operations of the team and assists in the daily servicing of the existing portfolio
- Reviews coverage and recommends changes when necessary

Education:

- RIBO license
- University degree or equivalent

Experience & Qualifications:

- 5 years experience in Commercial Lines
- Outstanding relationship building and client service
- Proficient in Agency Manager, CompuQuote, Microsoft Office
- Strong organizational, time management, prioritizing
- Attention to detail; problem solving skills
- Effective written and verbal communication

CONTACT INFORMATION:

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