



Professional Liability Account Managers Wanted 3-5-14

Immediate opening for a Property/Casualty Account Manager to join a growing professional/management liability insurance brokerage located in Franklin Lakes, NJ. PL Risk Advisors Inc., PL Risk is a wholesale brokerage focusing solely on Professional/Management Liability Insurance products, including E&O, D&O, EPL, Privacy, Crime and Fiduciary products. PL Risk is seeking to expand its national presence and looking for up to three new Professional/Management Liability Account Managers.

The successful candidate will have from 1-3 years P&C brokerage experience. Professional liability experience is helpful but not necessary. This individual will work out of our Corporate Offices in New Jersey with 14 other professionals. This position offers a competitive base salary plus bonus, 401k, FSA and healthcare plan and offers significant growth potential. This position will assist in the sales and management of a professional liability book and include growth, retention and customer service benchmarks.

The successful individual will report directly to the Executive Vice President of Sales and help manage a book of professional/management liability accounts. The successful candidate will be responsible for marketing, quoting, renewing and billing accounts as well as day to day servicing of client needs.

Primary Responsibilities Include:

- *Provide client service to an existing book of professional/management liability business.
- *Sell and cross sell professional liability products to new and existing customers
- *Build and maintain a network of insurance company underwriters.
- *Build and maintain relationships with other members of the company's team in order to enhance operational efficiencies and promote the company.
- *Assist other members of the team in helping develop better processes to achieve higher efficiency in the company.
- *Client communication and coordination.
- *Marketing accounts to various companies to obtain comprehensive and competitive terms
- *Preparation of quotes, binders, and billings of new and renewal accounts.

PL Risk & Insurance Brokers
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201-847-9165
www.plrisk.com

Key Job Requirements

- ***Property and Casualty Insurance licensed. This is a MUST.** Do not apply if you do not hold a producer's license. You are not currently required to be licensed in New Jersey but will need to apply and will be required to obtain insurance producer licenses in most states.
- *Experienced user of AMS360 or similar paperless system is helpful but not mandatory. However, excellent computer skills are a must.
- *Self-starter with the ability to work independently.
- *Must have excellent communication skills.
- *Must be able to assume responsibility for resolution of client issues.
- *Must be detail oriented and well organized.
- *Proficiency in Microsoft Word, Excel and Outlook is critical.

Other Requirements:

High School Diploma or equivalent

Designations in the industry such as RPLU, CPCU, CISR helpful but not necessary.

The position requires criminal background checks and fingerprinting.

A valid driver's license is required.

About PL Risk Advisors, Inc. (www.plrisk.com)

PL Risk Advisors, Inc. is a wholesale professional/management liability insurance brokerage located in Franklin Lakes, New Jersey but licensed in multiple states. The wholesale brokerage is in a significant growth mode and expanding its core business. We are seeking talented and dedicated insurance professionals that want to be part of our growth and expansion and are looking for an opportunity to learn new products.

Reports to the Executive Vice President of Sales. Salary and benefits are commensurate with experience but will range from \$30,000 for entry level to \$60,000 for more experienced account managers, plus bonus based on achievement of personal and company goals. For more information, please Email confidential resume and salary requirements to Justina Confer Vice President of HR and Finance jconfer@axisins.com or call 201 847 9165 ext. 120.

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