

Commercial Lines Account Manager

Our Culture

As a Connecticut independent insurance agency, we are proud to lead and think with our hearts first. We take the time to truly listen and make the best decisions for our clients based on their unique personal or professional needs. Our team of insurance professionals will always treat you the way we would want to be treated — with respect, care, and passion.

We believe that a solid community is the foundation of a safe environment. SAVA Insurance Group is proud to volunteer for and contribute to the United Way, Terri Brodeur Breast Cancer Foundation, Safe Futures, hospice, educational fundraisers, and local Connecticut families and children in need. Our team is committed to helping all of our customers live better, safer, happier lives.

Mission of the Commercial Accounts Manager

To serve and grow the book of clients assigned to you by providing extraordinary service, educating the customer, identifying revenue growth opportunities and generating referrals. Account managers focus on growth within their current book of business while also supporting the producers as well as the team.

Qualifications

- Property and casualty license in CT
- 3 years minimum commercial lines experience working in an agency
- Microsoft office proficiency

Critical Competencies

- Efficient, enthusiastic, tenacious and persistent.
- Strong listening, verbal and written communication skills
- Organized and effective planner with strong follow-through
- High standards for both personal and team performance
- Intelligent and a quick learner, someone who's looking to bring new ideas to the company.
- Flexible and able to adapt to changing priorities and conditions

Desired outcomes

- Educate clients on coverages and policy changes.
- Complete 100% of account reviews assigned.
- Assist our dynamic team with day to day servicing for our commercial book of business.
- Handle renewals with the producers. This includes remarketing, account rounding and, where appropriate, presenting renewal pricing.
- Generating additional revenue on the book of business in the form of increased coverage, account rounding, adding policy features and generating referrals for new business.
- Provide outstanding inbound service on claims, billing questions and endorsements.
- Transfer non-license work to the Account Tech/communicate with the producer.
- Possess and maintain a positive mental attitude, including positive working relationships with clients and agency personnel.

If you are looking to work for a local family business that cares about the community, we want you! Please apply today!

Benefits available, vacation and holiday policy, 401K and Profit Sharing Plan.

Check out our website and Facebook page for more information about our company!

<https://www.savainsurance.com>

<https://www.facebook.com/Savainsurance/>

No phone calls, please email resume and we will contact you.

Job Type: Full-time