

Senior Personal 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 Personal Lines Account Manager

To serve and grow the book of clients by both supporting the sales team in their pursuit of new business and providing extraordinary service, educating the customer, identifying revenue growth opportunities and generating referrals. Account managers focus on supporting agency growth as well as being a leader, trainer and coach to their co-workers.

Qualifications

- Property and casualty license in CT
- 2 years minimum 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

- Conduct ongoing account reviews
- Educate the clients about the benefits of having SAVA Insurance as their agency
- Proactively calling cancelled business to try to win them back immediately
- Suggesting and selling umbrella, flood, life, toys and other insurance products
- Stop, listen and ask questions of your customers in order to clearly understand their needs and to build solid relationship.
- Work to manage clients' expectations
- Possess and maintain a positive mental attitude, including positive working relationships with clients and agency personnel.

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

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

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 send resumes and we will contact you.

Job Type: Full-time