

Commercial Lines Account Manager - Join Our Dynamic Insurance Team!

Are you ready to take your career to new heights in a rapidly expanding insurance agency with a strong presence in both Williamsville and Orchard Park? We are seeking a motivated and experienced Commercial Lines Account Manager to become a key player in our dynamic team. This is an excellent opportunity for individuals who value the client-agency relationship, embrace the role of a trusted advisor, and thrive in a fast-paced, entrepreneurial environment.

Why Join Us:

- **Rapid Growth:** Be part of a vibrant, growing organization with exciting prospects.
- **Competitive Compensation:** Enjoy a competitive salary, health and dental insurance, 401K matching, and profit-sharing.
- **Team Environment:** Collaborate in a team-oriented atmosphere where your contribution is valued.

Responsibilities:

- **Consultative Client Relationships:** Engage in consultative conversations with our commercial client base, establishing strong relationships between the carrier and client to achieve shared objectives.
- **Account Management:** Take charge of new and existing accounts, ensuring seamless service delivery.
- **Administrative Tasks:** Handle billings, mailings, and policy processing efficiently.
- **Client and Carrier Liaison:** Act as a liaison between clients and insurance carriers to facilitate effective communication.

Qualifications:

- **Insurance Expertise:** Possess relevant knowledge of insurance products, documents, and industry practices.
- **Customer Focus:** Demonstrate a strong customer service orientation.
- **Technical Proficiency:** Exhibit computer literacy, with experience in Microsoft Office; familiarity with AMS360 is a plus.
- **Proactive Approach:** Be a proactive multi-tasker, staying organized and detail-oriented.

- **Licensing:** Hold a Property/Casualty License (all lines).
- **Team Player:** Work effectively both independently and as part of a collaborative team.
- **Adaptability:** Thrive in a fast-paced environment, maintaining a positive attitude even in challenging circumstances.
- **Communication Skills:** Possess strong communication skills to engage effectively with clients and colleagues.

If you are a motivated, detail-oriented individual with a passion for the insurance industry, we invite you to apply and contribute to our exciting journey. Join us and be a part of our success!