

Personal Lines Account Manager - Join Our Thriving Insurance Team!

Are you ready to advance your career in the insurance industry with a rapidly growing agency in Williamsville and Orchard Park? We're seeking a dedicated Personal Lines Account Manager to join our team, and we welcome both seasoned professionals and those looking to make their mark in this exciting field. If you value client relationships, understand the importance of being a trusted advisor, and thrive in a dynamic, entrepreneurial environment, we want to hear from you.

Why Join Us:

- **Growth Opportunities:** Be part of a vibrant, expanding organization with exciting prospects.
- **Competitive Package:** Enjoy a competitive salary, health and dental insurance, 401K matching, profit-sharing, and the chance to contribute to our growing success.

Responsibilities:

- **Consultative Client Engagement:** Conduct insightful conversations with our personal client base, building strong relationships between the carrier and clients to achieve shared objectives.
- **Account Management:** Take ownership of both new and existing accounts, ensuring exceptional service delivery.
- **Administrative Excellence:** Efficiently handle billings, mailings, and policy processing.
- **Client and Carrier Coordination:** Act as a liaison between clients and insurance carriers, facilitating effective communication.

Qualifications:

- **Insurance Expertise:** Possess relevant knowledge of insurance products, documents, and industry practices.
- **Customer-Centric:** Demonstrate a strong focus on customer service excellence.
- **Technical Proficiency:** Showcase computer literacy, with proficiency in Microsoft Office; AMS360 experience is advantageous.
- **Proactive Approach:** Be a proactive multi-tasker, demonstrating organizational prowess.

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

Education Level:

- Trade Certification

Must-Haves:

- Minimum three years of experience
- Account Manager experience

Good to Have:

- AMS360 Experience
- Knowledge in Risk Transfer
- Experience with construction accounts

If you are a motivated, detail-oriented individual with a passion for personal lines insurance, we invite you to apply and contribute to our exciting journey. Join us and play a key role in our continued success!