

Executive Account Manager RiskPoint Insurance Advisors

About Us:

RiskPoint Insurance Advisors is a premier provider of personal and business insurance solutions. With offices in Portland, OR and Seattle, WA, our team is made up of skilled individuals with extensive experience in providing insurance and consulting services to businesses throughout the United States. We are passionate about helping our clients achieve their goals every single day and strive to be their go-to-resource when it comes to insurance needs.

The Role:

We are seeking an Executive Account Manager who shares our same passion and is ready to grow with our business needs. In this role, you can expect to:

- Provide world class client experience that leads to superior client retention and the ability to grow business through expanding business opportunities through existing clients, referrals and new prospects.
- Handle the more complex accounts in the Commercial Department under the direction of the Producer, assisting in the selling and maintenance of Commercial Lines accounts.
- Assist Producers with new business marketing process. This may include completing applications, marketing the submissions, carrier online rating, creating proposals, new policy set up, billings and binders. Communicate with prospects for any missing information.
- Responsible for the renewal process on existing accounts. This may include producing summaries of insurance, customer visits, completing applications, marketing, proposals, billings and binders. Communicate with clients for any missing information.
- Account Development. In addition to new business, familiarize oneself with other lines the agency could write and recommend coverages. Work with other department personnel to accomplish this.

The ideal candidate will hold a current Property and Casualty Producer license and have five or more years of insurance or business-related experience. He/she must possess above average computer knowledge/skills. The ability to demonstrate independent decision-making, time management and accuracy in processing transactions is a must.

Why RiskPoint:

Below are just a few of the many reasons you should consider a career with RiskPoint:

- **Rewarding career advancement:** As a fast growth company, we offer an ideal launchpad for talented, driven individuals who seek a challenging and rewarding career in the insurance industry.
- **Competitive compensation and benefits:** RiskPoint offers a comprehensive benefits and compensation package, which includes employer-paid medical, dental and vision coverage and a 401(k) match. In addition, most positions accommodate some degree of remote work.
- **Fulfilling mission:** We exist to help others protect the people and things they love.

Does the Executive Account Manager role sound like the perfect match for your skillset? We would love the opportunity to review your resume for consideration. Please apply online at:

<https://hats.totalcsr.com/apply/a025w00000yGtcUAAS>