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Katie School Alumni Opportunity

Company Name Great American Insurance Group

Contact Person Alyssa Dattilo

Title of Contact Senior Recruiting Representative

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Company Website gaig.com

Indicate what opportunity is available Full-time

Title of Available Position Financial Products Underwriting Specialist

Opportunity Location Chicago, IL

Description of Career Opportunity

Our Fidelity/Crime Division provides fidelity & crime, kidnap & ransom and fine art policies throughout the U.S. and Canada for mercantile businesses including Fortune 500 public companies and private companies, financial institutions, and governmental entities. Coverages include employee dishonesty, forgery, theft, computer fraud and kidnap, ransom and extortion coverage. These coverages are offered for diverse classes of business including specialized industries such as gaming, security guards, check cashers, armored car companies and program business.

We are currently searching for a Financial Products Underwriting Specialist/Account Manager in the Chicago area for our Midwest Regional office. The role of this position is to produce, underwrite and manage a profitable book of Fidelity/Crime business within an assigned territory of producers located in the states of IL, WI, MN, IN, OH and MI.

Responsibilities:

Has responsibility for moderately complex to complex risk selection / rejection, pricing, retention, growth and profitability within scope of authority and per divisional objectives.

Uses independent judgment and initiative to support business goals.

Maintains a high level of customer service.

Receives and analyzes submissions and determines terms to offer (policy limits, deductibles, coverage options and conditions, etc.).

Prices business in accordance with company guidelines.

May conduct investigations of new and existing accounts through business owners (banks, owners, creditors, debtors, criminal record checks, on-site visits, etc.).

Assesses risk quality and compliance within company guidelines.

Orders and analyzes miscellaneous business reports needed in the rating and underwriting processes, including credit checks, bank agreements, financial statements and underwriting surveys.

Makes recommendations on risks over authority.

Enters, maintains and monitors accounts using underwriting, analysis and desktop systems.

Prepares effective internal and external communications on underwriting issues.

Develops and maintains effective business relationships with internal and external customers and coworkers in order to attract and retain profitable business.

Visits producers and insureds in order to retain existing accounts, survey exposures, build and maintain business relationships and develop new opportunities in support of divisional objectives.

Interprets, explains and markets products and services.

Administers and applies underwriting rules and guidelines, rating manual rules and insurance laws and regulations.

Provides guidance and direction to associates and other functional areas.

Acts as a senior resource for the local Underwriting Department.

May have responsibility for the performance and coaching of staff and may have a participatory role in decisions regarding development, hiring, firing,

performance management, pay increases, etc., for future direct reports.
Must be open to day and overnight travel up to 30% of the time, to visit
producers and Insureds.
Performs other duties as assigned.

Preferred Skills

Education: Bachelor's Degree or equivalent experience. Master's in Business Administration (MBA) preferred but not required.

Field of Study: Marketing, Finance, Insurance, Economics, Communications or other Business related fields.

Experience: 8 to 15 years of related experience.

Proven track record of producing and managing a book of profitable underwriting business.

Experience in developing and maintaining a broad network of brokerage relationships.

Must possess a high level of customer service and proven success in building and maintaining effective business relationships.

Demonstrated leadership abilities.

Strong negotiation skills, verbal and written communication skills in order to leverage excellent customer relationships, and to provide opportunities for marketing products and services.

High level of organizational skills, ability to establish priorities and meet tight deadlines.

Proficiency with Microsoft Office and other PC based programs

Please Specify How You Would Like Alumni to Apply

Please apply through this link:

https://gaig.wd1.myworkdayjobs.com/GAIG_External/job/Chicago-IL-USA/Financial-Products-Underwriting-Specialist_R1633
