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Katie School Alumni Opportunity

Company Name	Travelers
Contact Person	Tayler Young
Title of Contact	University Relations
Email	uradmin@travelers.com
Phone	(860) 954-3541
Company Website	https://careers.travelers.com/
Indicate what opportunity is available	Full-time
Title of Available Position	Sr. Middle Market Commercial Underwriter-Account Executive Officer
Opportunity Location	Naperville, IL

Description of Career Opportunity

Company Summary

Taking care of our customers, our communities and each other. That's the Travelers Promise. By honoring this commitment, we have maintained our reputation as one of the best property casualty insurers in the industry for over 160 years. Join us to discover a culture that is rooted in innovation and thrives on collaboration. Imagine loving what you do and where you do it.

Target Openings

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Job Description Summary

Commercial Accounts offers a wide array of guaranteed-cost products to mid-size businesses. Total account solutions include General Liability, Property, Automobile, Workers' Compensation, and Lead Umbrella. The Account Executive Officer (AEO), Commercial Accounts will partner with agents and brokers to provide property, general liability, commercial auto, and/or workers' compensation coverage for new and renewal business based on customers' needs. This role is seen as a technical resource. As an Account Executive Officer, you are decisive, detail-oriented, and know how to build relationships internally and externally to drive results. Your ability to independently assess complex risk and sell our products in challenging markets will contribute to the profitability and success of Travelers.

Travelers offers a hybrid work location model that is designed to support flexibility. #LI-Hybrid

Primary Job Duties & Responsibilities

Manage the profitability, growth, and retention of an assigned book of business.

Underwrite and skillfully negotiate complex customer accounts to minimize risk and maximize profitability.

Cultivate and maintain relationships with internal partners within the business unit and across the enterprise to create sales plans and identify cross-selling opportunities.

Foster and maintain relationships with external partners by regularly meeting in person with agents and brokers to market and sell Travelers products with a goal of writing and retaining accounts consistent with our risk appetite. Must be able to travel to such meetings.

Identify and capture new business opportunities using consultative marketing and sales skills.

Independently develop and execute agency sales plans and frequently partner with your Managing Director (MD) to develop region/group sales plans.

May assist in the training and mentoring of less experienced Account Executives.

Perform other duties as assigned.

Minimum Qualifications

Four years of underwriting experience.

Education, Work Experience, & Knowledge

Bachelor's degree.

Six to eight years of relevant underwriting experience with experience in commercial lines.

Deep knowledge of commercial lines products, the regulatory environment, and the local insurance market.

Strong critical thinking skills with the ability to proactively identify underwriting, marketing, or financial challenges and analyze available information to make timely decisions in alignment with our risk appetite.

Excellent communication skills with the ability to successfully negotiate in difficult situations with agents and brokers.

Licensing or Certificates

CPCU designation.

Environmental / Work Schedules / Other

Driving (Occasionally)

Travel Requirements: Travel Occasionally

Employment Practices

Travelers is an equal opportunity employer. We value the unique abilities and talents each individual brings to our organization and recognize that we benefit in numerous ways from our differences.

If you are a candidate and have specific questions regarding the physical requirements of this role, please send us an email so we may assist you.

Travelers reserves the right to fill this position at a level above or below the level included in this posting.

To learn more about our comprehensive benefit programs please visit <http://careers.travelers.com/life-at-travelers/benefits/>.

Preferred Skills**Minimum Qualifications**

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Please Specify How You Would Like Alumni to Apply

https://travelers.wd5.myworkdayjobs.com/External/job/IL---Naperville/Sr-Middle-Market-Commercial-Underwriter-Account-Executive-Officer_R-14978
