



# Acct Exec Offr, Comml Accts

Contact: TRAVELERS

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[https://al-clay.countybuyselltrade.com/jobs/acct-exec-offr-comm1-accts\\_richmond\\_65243](https://al-clay.countybuyselltrade.com/jobs/acct-exec-offr-comm1-accts_richmond_65243)

Address:

**Richmond**

Price:

**Check with seller**

DetailsApplyCompany InformationSolid reputation, passionate people and endless opportunities. That's Travelers. Our superior financial strength and consistent record of strong operating returns mean security for our customers - and opportunities for our employees. You will find Travelers to be full of energy and a workplace in which you truly can make a difference.Job SummaryUnder general direction, responsible for the profitability, growth and retention of assigned book of business within a territory that is consistent with overall business line objectives. Marketing and underwriting responsibilities typically include: Underwriting new and renewal business on complex accounts. As a representative of the company, market to and develop relationships with agents and brokers. Working with other business units as appropriate to support market penetration objectives and seeking out cross-sell opportunities. Independently manages assigned territory and book of business, including more complex accounts. Takes a portfolio view of their book of business to manage profitability. Routinely sought out by others as a resource; coaches less experienced employees. Seen as a role model and/or informal leader by other Account Executives in all aspects of the job. The incumbent in this job does not manage others.Primary Job Duties & ResponsibilitiesUnderwriting and Pricing: Underwrites primarily complex accounts and risks and considers different approaches toward risks to maximize profitability (e.g., pricing, retention, endorsements, limits, indemnity, security). In support of business objectives, uses good judgment in making decisions within own underwriting authority and may provide input on more complex accounts Initiates collaborative discussions. Distribution and Agency Management: Effectively manages assigned agents/brokers by developing and maintaining relationships to write and retain accounts consistent with business unit appetite. Frequently meets with agents/brokers and insureds in order to build and maintain business relationship. Sales: With an increased level of independence, uses a consultative marketing / sales culture and successfully employs consultative selling approach to market products to agents and brokers. Identifies and captures new business opportunities and effectively cross sells market segment and Travelers products/businesses. Develops agency sales/business plan and frequently partners with MD to develop region/group sales plan. May lead underwriting/agency meetings. May attend industry events. Negotiation: Negotiates complex deals without guidance. Executes Strategy and Drives Results: With an

increased level of independence, develops and executes on a plan to meet business objectives. Anticipates and identifies complex underwriting/marketing problems thoroughly. Analyzes available information and makes timely practical decisions. Business Training and Education: Fosters collaboration among business



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