

Financial Lines Client Manager

Salary: £45,000 - £65,000 (dependant on experience)

Package: Share Options, Quarterly Commission Bonus, BUPA Private Medical, Pension, CII sponsorship.

Location: City, London

Protean Risk is a specialist Lloyd's insurance broker located on Gracechurch Street, focusing on the financial services, investment and technology sectors.

We are currently seeking an experienced client manager to join our team with strong financial lines experience. This is a high profile role in a fast-growing business with an opportunity to share in the success of the company via the share options scheme.

Protean Risk enjoys an enviable team environment and service ethos which helps maintain its high levels of client satisfaction and retention. This position would be ideal for an experienced client manager looking to develop his/her career, play a key role in fast-growth environment, and benefit from levels of autonomy not typically found in larger brokers.

Responsibilities:

- Converting opportunities produced by the sales team.
- Presenting to Financial Institution prospects.
- Managing a renewal book of key clients.
- Full cycle client-facing and broking activities.
- Providing technical advice and support to clients.

Experience:

- 5 years of Professional Indemnity and Directors' & Officers' Liability experience.
- Financial Institutions sector experience essential
- Minimum 3-5 years' direct client management experience.

Skills:

A natural communicator, the ideal candidate will have a high level of commercial acumen combined with good presentation and negotiation skills.