

Financial Lines Account Manager

Salary: £40,000 - £50,000 negotiable

Package: Bonus, Private Medical, Pension, CII sponsorship.

Location: City, London

Protean Risk is a specialist Lloyd's insurance broker based in the City, focusing on the financial services, investment and technology sectors.

We are currently seeking an account manager to join our team with strong financial lines experience. This is an exciting role to join a fast-growing company, within a fantastic team environment, where you will get exposure to the London Insurance market and responsibility for client management.

Responsibilities:

- Develop and maximise new business opportunities
- Managing a renewal book of SME Financial Institutions
- 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 essential
- Financial Institutions sector experience essential
- Technology sector experience useful
- 3-5 years' direct client management experience

Skills:

A natural communicator, the ideal candidate will have a high level of commercial acumen combined with advanced negotiation skills for broking risks to insurers and be confident in closing deals.

There will be a renewal book to manage but a key focus of this role is continuing to push for growth in the company, so the candidate must be driven and enthusiastic about developing strategies to secure new business.

The successful candidate will also be well organised, self-motivated and keen to develop their career in insurance.

Education:

Degree educated (preferably 2:1 or above)