

# Lawley

INSURANCE | EMPLOYEE BENEFITS

## Surety Specialist

**Position Focus:** *This newly created position prepares you for a career in Underwriting; which is a blend of risk assessment, financial analyses and gathering pertinent information to evaluate business risk. The team you will be joining supports our branches throughout the footprint.*

### **These are the fundamental components of the job:**

- This role will begin by training to learn Lawley's philosophy, products and strategies relating to our Surety and Bond business; including strategies that evaluate business risk from an insurance standpoint while building and maintaining productive relationships with agents, brokers and carriers
- Learn to effectively and successfully place Bond business; problem solve and negotiate
- Collaborate and develop relationships both internally and externally; emphasis on outside networking
- As knowledge base increases, there will be potential and opportunity to grow in all aspects of surety, underwriting, placement and service

### **Other functions of the job:**

- Expand and grow in your role when supporting miscellaneous duties as requested

### **Skills / traits that we value for this role:**

- Bachelor's degree or higher preferred
- Ability to obtain P&C license within first 6 months (Lawley absorbs this cost)
- Open to continuing education and earning industry designations
- 2-3 years of related background a plus (Accounting, Finance, Banking)
- Position will require technical mastery of multiple software platforms, including integration
- Demonstrated critical thinking and problem-solving skills
- Ability to function in a high paced division, with tight deadlines
- Demonstrated experience in developing relationships as well as client advocacy/service
- Networking availability and aptitude
- Positive attitude, even in a fast-paced environment
- Ability to make customers and coworkers feel important and valued
- Ability to effectively multi-task, work quickly and efficiently
- Precise verbal and written communication skills, even under time constraints



*Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to age, race, creed, color, religion, sex, sexual orientation, national origin, citizenship, immigration status, gender identity or expression, military status, familial status, marital status, disability or genetics.*

## A bit about Lawley!

- We are not a call center environment
- We achieve success by building genuine relationships together, with our teams and clients
- We are a family owned insurance broker (nearly 70 years!)
- We are deeply committed to the communities we serve and love to get involved
- We work hard and play hard!!!

## Why Lawley?

- Competitive salary and referral bonuses!
- Outstanding Benefits (Medical, Dental, Vision)
- Additional voluntary benefits including critical illness, accident insurance, hospital indemnity, supplemental life insurance, legal and identity protection and pet wellness
- 3 weeks of PTO (prorated based on start date) AND a generous holiday schedule – available 1<sup>st</sup> day!
- Company 401K contribution received starting Day 1 (for participants 21+ years old)
- Educational support, career development, and growth opportunities!
- Job Security (we've never had a lay-off, even during the pandemic)
- Flexibility, including hybrid schedules! Business hours 8am-4:30pm
- Comfortable, family-oriented culture, with an emphasis on work life balance
- Unlimited Volunteer Time Off opportunities (so you can assist in serving our communities)
- Fulfilling opportunities that align with your career path and our business needs

The compensation range for this position takes many factors into consideration including but not limited to: years of experience/training, skill set, and licenses/designations. It is not typical for an individual to be hired near the top of the range for a position as circumstances and location can vary in every hiring situation. A reasonable estimate of the current range is \$43,642.50 to \$72,737.50.