

Lawley

INSURANCE | EMPLOYEE BENEFITS

Commercial Insurance Marketer

These are the *fundamental* components of the job:

- Submit and place new business and renewal accounts for middle market clients
- Work closely with internal contacts and carrier partners to market prospective client submissions and prepare proposals for presentation by account managers / sales colleagues
- Negotiate pricing and coverages while adhering to service guidelines
- Review all quotes for accuracy and make sure coverage aligns with clients' needs
- Provide proposals and coverage comparison in advance of effective dates
- Maintain knowledge of industry trends and marketplace changes to assist in competitive options for clients

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:

- 3+ years of experience in a similar or related position
- Relevant knowledge of commercial insurance products, underwriting procedures, and insurance documents
- Microsoft Office experience and skills are a must
- Property/Casualty License; depending on the book of business a NYS resident P&C license may be required
- Bachelor's degree required
- Proven experience in negotiation and conflict resolution
- Positive attitude, even in a fast-paced environment
- Ability to work well independently and on a team
- Incredible attention to detail and organizational skills
- A passion to make customers and coworkers feel important and valued
- Capability to 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!
- Expansive Benefits (Medical, Dental, Vision—and SO many more)
- 3 weeks of PTO (prorated based on start date) AND a generous holiday schedule – available 1st 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 \$56,750 to \$101,279.75.

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