

Commercial Account Manager

Newly opened Calgary Location

Ing+
McKee
INSURANCE

POSITION OVERVIEW

Are you passionate about commercial insurance? Ing & McKee has proudly opened a brand new branch office in Calgary and has an opportunity for a Commercial Account Manager to join our seasoned and growing Commercial Lines team. We are seeking an Account Manager to support our Commercial Lines Broker team. In this role, you will be responsible for providing exceptional customer service, offering professional advice, and assisting with new account submissions and client onboarding. If you are a motivated individual with a passion for providing exceptional service and have the required experience and skills, we would love to hear from you.

RESPONSIBILITIES

Deliver exceptional service to a group of Commercial clients.

Identify opportunities for new business and revenue growth with existing and potential clients.

Work with our insurer partners to secure coverage and provide our customers with favourable terms that meet their needs.

Build long-lasting relationships based on trust, professionalism, and proactive thinking.

Stay up-to-date with the insurance industry and market trends.

Utilize technology and our Broker Management System to streamline processes.

Collaborate with our team of Commercial Brokers and Account managers to ensure an exceptional customer experience.

REQUIREMENTS:

Licensed insurance professional with a minimum of two years industry experience.

Ideal candidate has a background in Commercial Lines, with experience in multiple industries and classes of insurance. Personal lines experience is also a bonus.

Education/Licensing. Level 1 license at a minimum, Level 2 preferred. Interest in pursuing courses/professional designations is encouraged and supported.

Additional skills in surety, farm, fleets, or other commercial specialties is a plus.

Self-starter with excellent communication skills in person, over the phone, and in digital channels.

Problem solver with a positive mindset.

Proficient in Microsoft Office software.

Prior experience in an EPIC brokerage management system environment is considered an asset.

Interested candidates should email their resume and cover letter to:

administration@ingandmckee.com

bwilliams@ingandmckee.com

