

Account Executive

Fuse Recruitment • Fortitude Valley QLD 4006



Base pay

\$80,000 - \$100,000



Work type

Full time



Contract type

Not provided

Job details



Date posted

09 May 2022



Expired On

08 Jul 2022



Category

Insurance



Occupation

Insurance Sales & Broking



Base pay

\$80,000 - \$100,000



Work type

Full time



Job mode

Permanent



Industry

INSURANCE



Sector

PRIVATE BUSINESS



Work Authorisation

AUSTRALIAN CITIZEN /
PERMANENT RESIDENT

Perks

COMPANY PHONE

CLOSE TO BUS STOP

POSITIVE WORK ENVIRONMENT

CAREER DEVELOPMENT

Full job description

Due to the growth of our client's business, we are recruiting for an Account Executive to join their experienced team that is part of a brokerage network. Our client has brokerages across multiple locations in Queensland, with your role being based in Brisbane.

Our client are looking for someone with existing broking experience across the SME spectrum, with the ability to work with all range of clients. You will be managing your own portfolio, as well as providing support to the Directors on complex clients as required, ensuring clients continue to receive the high level of service the client is renowned for.

We are looking for a friendly, motivated and engaging individual, who is keen to help them achieve their goals and exceed client's expectations.

Who you will be working with?

Be part of a proudly Australia Insurance Brokerage that is part of the Steadfast network. Our client prides themselves on their values, continually striving to provide the right service and support to their clients, with their focus on really building relationships with their clients to understand their needs, implementing insurance solutions to protect their clients' interests.

They work to deliver top tier insurance, comprehensive coverage that emphasises value not just price, with a strong corporate presence backed by

local expertise.

Benefits to successful applicant:

- A generous remuneration package, based on previous experience
- The opportunity to work with an experienced and friendly team and really build relationships with your clients
- The opportunity to manage your own portfolio and work in an experienced team to continue building your insurance broking skills and gain invaluable expertise from senior brokers
- Exposure to a wide variety of insurance sectors and products
- Excellent working environment and team-based culture, a friendly and supportive culture
- Opportunity to grow their career and develop client relationships by managing their own portfolio

Duties and responsibilities include:

- Responsibility for a portfolio of primarily SME clients
- Support and drive new business opportunities and develop new client networks
- Develop and maintain strong relationships with key clients
- Provide risk management advice and comprehensive insurance knowledge to clients
- Maintain industry/market knowledge
- Provide an outstanding and efficient service to all customers

We are looking for someone with:

- Broking experience across SME products
- Tier 1 Broking Qualification
- A willingness to learn and be flexible in a growing and innovative environment
- Sales mind, as a first and then servicing will come by default
- The ability to build strong client relationships, we make our client our number one priority
- Excellent verbal and written skills, with the ability to communicate at all levels
- Enjoy being part of a team and contributing to a positive culture

If you are interested in this new opportunity, please **apply directly**, or for a confidential discussion please contact **Daniel Bercolli** at **Fuse Recruitment** on **0413 270 875**.

At Fuse, we specialise in recruitment for the insurance industry and actively source for a broad range of established clients. If you are a broking, underwriting or claims professional looking for your next opportunity, we'd love to hear from you!

If you know someone looking for a job, refer them to us and we'll give you \$500* if we find them a new role!

#SCR-daniel-bercolli

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