

COMMERCIAL ACCOUNT EXECUTIVE



THE HULL GROUP

TORONTO, ON | REPORTING TO: President

POSITION OVERVIEW:

The Hull Insurance Group is hiring a **Account Executive in Commercial Insurance** who is a knowledgeable and expert advisor in the **Media and Technology** sectors. The successful incumbent will report to the President and will be responsible for achieving business growth and retention on an existing book of business.

RESPONSIBILITIES:

- Overall responsible for sales production and retention on an existing book of business.
- Accountable to track personal progress against company sales plans
- In collaboration with the President, provide a strategic overview of the growth initiatives for your book
- Communicate with the President to ensure they remain fully informed of all significant sales issues
- Establish and maintain client relationships with ability to identify their needs and mitigate risks
- Provide prompt, accurate, and friendly customer service. Service can include responding to inquiries regarding insurance availability, eligibility, coverages, policy changes, transfers, claim submissions, and billing clarification
- Support, mentor and engage with the commercial account team assigned to assist on your book of business
- Maintain a strong work ethic with a total commitment to success each and every day
- Represent Hull Insurance Group professionally in the marketplace

REQUIREMENTS:

- Minimum 5+ years commercial insurance experience
- Expert advisor of **Media and Technology** sectors
- R.I.B.O and C.I.P designation required as well as C.A.I.B or at minimum working towards the designation
- Client development/relationship management experience
- Strong sales background with demonstrated business acumen
- University degree desired
- Superb interpersonal, communication, and effective problem solving skills
- Ability to be a self starter with strong written and oral communication skills as well as organizational skills
- Advanced skills in Outlook, Excel, Word and EPIC



We are committed to providing accommodation upon request for applicants and employees with disabilities. If you require accommodation, we will work with you to meet your needs.