



## **Property & Casualty Insurance Account Executive – International Accounts.**

Full Time, Chester, NJ office

We are a growing firm seeking a talented and experienced Property & Casualty Insurance Account Executive to take the next step in your career and contribute to our success by managing existing and developing new multinational business. You will work closely with a team of leading brokers and markets in North America and around the world. This is a demanding role requiring sophisticated account management skills to ensure that clients' expectations are met and exceeded on a daily basis. In this key position you will join a team of experienced international professionals in our Chester, NJ office.

Principal activities include interaction with U.S. and overseas brokers as well as key multinational markets worldwide. The ideal candidate will have the opportunity to grow from managing accounts and an overall book of business to becoming involved in the strategic direction of the firm. Customer development, marketing, strategic projects and select administration and multinational account servicing will be components of the business training.

### **Essential Functions:**

- Account management – Exhibiting problem solving and customer service skills to deliver and manage complex programs that best meet the client's needs and objectives.
- Business development – Identifying and exploiting new business development opportunities
- Relationship management – Establishing, building and fostering client relationships at all levels of the organization
- Sales – Identifying and developing leads to build new client relationships and produce new business
- Thought leader / subject matter expert – Demonstrating technical competence and creativity in all aspects of your activities
- Team player – Maintaining operational excellence, adhering to company procedures and standards, demonstrating ability to coordinate with colleagues, brokers and markets to deliver the best outcome

### **Job Requirements:**

#### Knowledge:

- Proven track record of at least 5 years within the corporate Property and Liability insurance broking and/or underwriting market is required.
- Demonstrated knowledge of the major property & casualty insurance product lines. Specialty lines a plus.
- A specific interest in understanding nuances of the international insurance landscape is essential in order to develop the ability to sell, implement and provide solutions for multinational programs.
- Minimum of a Bachelor's Degree in a business related field. Relevant professional designations/certifications are a plus.

#### Skills:

- Strong customer relationship skills; ability to manage complex cases and multiple clients
- Superior communication and presentation skills.
- Commitment to delivering exceptional client value through expertise and innovation.
- Excellent organizational and negotiation skills.
- Fluent in English. Foreign language proficiency is a plus.
- Excellent computer skills. Competency in Microsoft Word, Excel and PowerPoint products.

Other Requirements:

- Must be available and willing to travel.
- Living within commuting distance of Chester, NJ (or willing to relocate).

A competitive salary plus incentive and benefits make up the base compensation package. The individual will be given the opportunity to manage a book of business and share in the profits of this book. Following the initial 12 months, the candidate will be eligible to receive a performance bonus. Thereafter the individual will be eligible for profit sharing and company ownership.

This is an opportunity to apply good international brokerage and/or consulting skills, interact with seasoned international insurance professionals from various international backgrounds and become a recognized specialist in a field with unlimited growth potential yet relatively limited competition.

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Globex International Group is a leader in the provision of multinational risk management and employee benefit services. We work with more than 50 of the largest regional brokers in North America and interact with 300 agents, brokers and consultants in 160 countries worldwide. The North American group collectively is one of the largest producers of insurance premiums in the world. The organization is structured to allow maximum personal, professional and income development. Our ability to identify and exploit trends and opportunities in the global market place enables us to maintain our leadership position and set the pace for continual growth and expansion globally.

***Please direct any inquiries to Globex Human Resources:***

***[hr@globexintl.com](mailto:hr@globexintl.com)***  
***Phone 908-879-1150***  
***Fax 908-879-1160***