



Account Executive
Global Underwriting Department
Globex Underwriting Services
Full-Time Position in the UK

Description:

We are seeking an energetic, well-organized and highly motivated multi-tasker who will work as a Multinational Account Executive based in the UK representing Globex's multinational clients and prospective clients throughout the UK and Europe. The successful home-based executive will work closely with and support our Global Underwriting Department at Globex Underwriting Services based in Connecticut, USA, a division of Globex International Group. The Account Executive will be a core member of our Global Underwriting Department, as this department manages our clients and handles their multinational programs worldwide. The Account Executive will correspond with our clients and international Network Partners and adapt to our service priorities in a highly specialized business environment. In addition, he/she will provide support to any additional initiatives and projects.

The Account Executive will be primarily responsible for the assigned clients who are domiciled in the UK and Europe along with their new and renewal business. He/she will interact daily with partners via emails, phone calls, video calls, in-person meetings and other communication platforms. The successful candidate will be stationed in the UK and work remotely from their home office while maintaining a very close communication and work relationship with the US based home office and the entire Globex Underwriting Services team. He/ She should be willing to travel throughout UK, Europe, as well as other countries and territories globally whenever required. He/She will be required to visit the home office in the US multiple times every year. He/She should be professional, responsive, engaged and have an avid interest to learn. He/She should also have the ability to maintain organization productively while operating independently.

Responsibilities:

Initial:

- Learn who Globex is and how we operate;
- Learn and adhere to Globex procedures and practice;
- Become familiar with our IT system and online platform;
- Learn and understand our multinational program handling processes and procedures;
- Learn the function and basic process of our GPS premium accounting services;
- Learn our global network procedures and practices;

Within 3 months:

- Work closely with senior members of Global Underwriting Department for training;
- Develop knowledge and understanding of assigned books of business;
- Handle multinational accounts with both new and renewal policies for various lines of coverage from assigned clients, implement and follow through the 11-Step Placement Process including review submission and identify missing information, develop initial cost estimates, communicate with both clients and partners globally, market and service the account, etc.;
- Develop relationships with assigned clients and become a valued representative of GUS in the UK/Europe;
- Assist with Network Partner relationship development in the UK/Europe;
- Identify and assist with the sale of new clients;
- Assist team members in overall development of Globex business and operations.

Future Growth

The Account Executive can grow into a Senior Account Executive within a year or shorter, as the timeline completely depends on his/her desire and willingness to learn and adapt. The Senior Account Executive will lead and manage the assigned clients along with their portfolios for multiple lines of coverage. The Senior Account Executive will be heavily involved in the sales and business development activities for the UK/Europe. The Senior Account Executive will also serve as the Ambassador for Globex in the UK/Europe. A career map will then be discussed and put in place whether he/she is interested in growing within the Global Underwriting Department or across other functions and departments, whether in the UK/Europe or other part of the world, etc.

Every team member at Globex is able to touch a broad spectrum of segments within the global insurance industry which no other company can offer. Globex promotes the team culture and encourages collaboration. Globex invests heavily in our team members and provides Professional Development Programs for insurance industry and general business-related subjects. Globex offers unlimited growth opportunities and extreme work flexibility.

Requirements:

Required skills and job qualifications include:

- 5-year multinational insurance experience;
- Multinational account management;
- Relationships with Commercial insurance market a plus;
- General knowledge of the UK/Europe insurance market and economic state a plus;
- Willingness to travel throughout UK/Europe and possibility other regions globally;
- Foreign languages, absolutely a plus;
- An open mindedness; experience working in multi-cultural environments or internationally a plus;
- Willingness to work non-traditional hours when necessary due to partners in different time zones;
- High proficiency with Microsoft Office Suite, Google system and other common IT solutions;
- Excellent and effective written and verbal communication skills with business professionals from different countries and territories;
- Self-organized and disciplined to be productive in a self-employed atmosphere;
- Ability to stay highly organized and work in a detail-oriented manner;
- Ability to work on a variety of projects and meet time sensitive deadlines;
- Self-motivated, positive attitude, and oriented to a resourceful position for colleagues and partners.

A competitive salary plus performance incentives make up the base compensation package.

This opportunity is an excellent environment for a self-starter to hone multinational skills beyond the basics and to contribute to the efficiency and profitability of a small but highly systematic Global organization that is constantly growing and improving.

About us:

Globex International Group is a leader in the provision of multinational risk management services. We work with a select number of insurance companies providing them with the capability to offer their products worldwide. The organization is structured to allow maximum personal, professional and income development. Our ability to identify and exploit trends and opportunities in the global marketplace enables us to maintain our leadership position and set the pace for continual growth and expansion globally.

To apply for this position, please email your resume to xu@globexintl.com. Thank you.