ITIC – Account Executive

Working Arrangements: Monday to Friday, 09:30 – 17:30

Location: London

**Company Background:**

Thomas Miller is an international provider of market-leading insurance services. ITIC, managed by Thomas Miller, is the world’s leading provider of professional indemnity insurance for businesses who provide services to the transport industry.

We are looking for a driven, energetic individual to take this role and make it their own, within a successful environment.

**Overall Objective of Role:**

To deliver professional, efficient and high quality underwriting and claims handling to ITIC members and brokers.

**Main Responsibilities:**

* Underwrite allocated accounts and geographical regions
* Negotiate renewals and new business.
* Develop long-term relationships with insurance brokers, members and lawyers in the regions for which you are responsible.
* Provide claims handling services involving all of the insured services covered by ITIC, including marine, rail and aviation risks.
* Deliver advice appropriate to the member’s business needs.
* Acquire in-depth knowledge of the regions for which you are responsible, including potential new business, geography, politics and major issues.
* Write new material for ITIC and industry publications.
* Travel to the regions for which you are responsible.

**Person Specification:**

* Up to 3 years working in a claims handling role with a marine or transport insurer.
* Excellent communication skills, both verbal and written.
* Strong analytical and organisational skills.
* A second language would be an advantage.
* Ability to develop good working relationships across all levels of seniority.
* Able to operate effectively within a team environment.
* A strong personal drive to succeed.
* Ability to negotiate.
* Effective at working under pressure and balancing competing workload demands.