

Wells Fargo Insurance Services, Inc.

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Company Website: <http://www.wellsfargo.com/wfis>

Position Title: Commercial Property & Casualty Insurance Carrier Placement Specialist (Marketing Account Executive)

Opportunity Location: Elkhart, Indiana

Minimum Requirements:

- Requires 2+ years of Commercial P&C Insurance marketing experience with an independent broker negotiating with various carriers to place insurance coverage on behalf of the corporate client.
- Requires strong demonstrated knowledge of all basic P&C coverages.
- Requires marketing experience on middle-market sized Commercial P&C accounts. Middle market is defined as accounts with a total premium of approx. \$50,000 and up.

Preferred Qualifications:

- Professional P&C insurance designations, attained or in progress.
- Knowledge of insurance company policy rating, local carrier markets and established local carrier relationships
- Experience with general industry accounts
- Advanced coverage knowledge (ex: D&O, E&O, EPLI, etc.)
- Experience with excess and surplus lines.

Company Profile:

Wells Fargo Insurance Services, Inc., headquartered in Chicago, Ill., is the fifth largest insurance brokerage firm in the world, according to Business Insurance magazine, and the largest bank-affiliated insurance brokerage firm in the United States. We provide insurance brokerage and administrative services, as well as a wide range of financial and consulting services to thousands of satisfied customers. Today, we have 200* offices across the nation with more than 9,600* professionals who place more than \$15.5 billion* in risk premiums.

*Figures include Wells Fargo Insurance Services USA, Inc., Wells Fargo Insurance, Inc., Wachovia Insurance Services, and Rural Community Insurance Services.

To learn more: www.wellsfargo.com/wfis

With Wells Fargo Insurance Services, Inc., you get the experience of a large broker with the personal attention and service of a local broker. We offer a remarkable selection of products and services combined with exceptional knowledge in a variety of industries, including property, casualty, benefits, international, personal lines, and life products to provide coverages that satisfy your needs today and in the future.

Position Overview:

Title: Commercial P&C Insurance Carrier Placement Specialist. AKA Marketer

- Responsible for providing marketing (negotiating and placing coverage with numerous and varied insurance carriers on behalf of the corporate client) and technical insurance leadership to meet the routine insurance needs of customers.
- Assesses customer needs and negotiates with carriers to obtain favorable coverages and rates that meet customer needs.
- Develops and maintains in-depth knowledge of the insurance marketplace.
- Develops and maintains productive relationships with prospects, customers and carriers and provides products/placement recommendations.
- May provide technical expertise and participate in new business development.

*If you are interested in applying for this position, please go to:

- www.wellsfargo.com/careers/findajob
- [Select "find a job" in the middle of the page](#)
- [Search for the position by entering number 3523162 in the "requisition number" search field](#)