



Commercial Lines C.S.R. Position

[MVP Insurance Agency](#) - Clovis, CA (Central Valley)

Job Description:

We are seeking an experienced Commercial Lines Account Manager to work with a very reputable Insurance Agency. The right candidate must have experience working in and Independent Insurance Agency dealing with multiple carriers, have experience in General Commercial Lines and experience with Workers Compensation is very helpful. Candidates must hold a current P & C License in California. Experience with TAM, Applied, AMS 360 or any other agency management software is preferred along with experience with FSC Rater.

The position offers competitive compensation, exceptional benefits, and continuing education & training. The total compensation approach includes a competitive base salary, medical/dental benefits, and opportunity for bonuses and incentives based on performance.

Additional responsibilities of the Account Manager include:

- Market renewals and new business to appropriate insurance carriers.
- Calling on policyholders to deliver and explain policy, to analyze current programs and suggesting additions or changes, or to change beneficiaries.
- Ensuring that policy requirements are fulfilled, including any necessary medical examinations and the completion of appropriate forms.
- Customizing programs to suit individual customers, often covering a variety of risks.

Job Requirements:

As an Insurance Account Manager you must have proven experience working with general commercial lines.

Additional requirements of the Insurance Account Manager include:

- Current Property and Casualty License in California Required.
- Basic indemnity coverage knowledge including various products for Commercial Lines Insurance.
- Strong understanding of Underwriting Guidelines for multiple carriers.
- Previous working experience with computers required; Excel, Applied Systems a plus.
- Demonstrated ability to effectively communicate orally and in writing with individuals at all levels, both within and outside the agency.
- Good interpersonal communication, customer service and time management skills essential.