

## **Excess & Surplus Broker**

IC International is seeking a highly motivated insurance professional to service and support their various lines of insurance.

### **Duties:**

Underwrites, markets and brokers new and renewal Personal and Commercial Property & Casualty and Professional Lines business, including but not limited to, development of quote proposals and coverage analysis/comparisons, binding/issuance of policies and claims handling. Assists with the handling and placement of larger and more complex risks. Assists with monitoring and leveraging existing broker markets and relationships and stays abreast of new products and services available. Responsible for establishing and maintaining strong relationships with the retail agents, completing regular marketing visits, assisting them with the achievement of premium and growth targets and ensuring that excellent service is provided. Assists with conducting training and supports IC's continuing educational efforts with both internal staff and external customers.

### **Education/Experience:**

College degree with 3-5 years brokering professional lines coverage and multi-line underwriting experience required. Hawaii Resident Producer and Surplus Lines Broker Licenses required. IIA, CIC/CRM, CPCU or other designations preferred. Must have a valid motor vehicle operator's license and access to an automobile, for usage on an as required basis.

### **Desired Qualities:**

To perform this job successfully, you must possess –

- a positive attitude, rationality, tactfulness and excellent written and oral communication skills;
- the ability to interact with people with different social styles in a positive manner;
- the ability to handle detailed work in an organized manner; adhering to established service standards;
- flexibility and adaptability to change; and
- a sales and service orientation.

Posted 01/2017