

Careers at McCart

The McCart Group is seeking a **Commercial Risk Management Consultant, Property & Casualty Division.**

Reports to: Managing Director, Business Development and Growth

Classification: Exempt

Company Profile:

The McCart Group, located in Duluth, Georgia, is a full-service Risk Management & Insurance Consulting firm founded in 1971. As one of the largest independent brokers in Georgia, we are seeking an experienced Commercial Property & Casualty Risk Management Consultant to add to our growing team.

Position Summary:

The Commercial Risk Management Consultant assists corporations and other for-profit entities, non-profit organizations, and individuals in protecting themselves and their assets from loss associated with insurable hazards and risks.

The Commercial Risk Management Consultant is responsible for prospecting, soliciting, proposing and selling new and renewal Commercial Lines accounts. Specific sales goals and service responsibilities are determined during the yearly planning process. Service and sales standards must be met with emphasis placed on the quality of the risk management & insurance solutions presented to the Client.

Essential Functions/Responsibilities:

1. Develops initial and ongoing business relationships with clients, insurance carriers and organizations.
2. Produces new business revenue by:
 - a. contacting prospective clients to determine their risk management needs
 - b. developing proposals based on industry knowledge designed to best meet the customers' needs
 - c. selling proposed risk management services and products
3. Serves as adviser and consultant helping customers analyze risks and find innovative solutions to complex risk-related business problems.
4. Assists in the development of sales objectives. Meets forecasted premium volume and commission growth goals as established with Managing Director, Business Development and Growth.
5. Identifies the Client's risk management & insurance needs, gaps in coverage, and loss exposures (insurable and uninsurable).
6. Obtains accurate information from prospects; completes applications, supplemental questionnaires, risk surveys, and other related documentation in order to provide complete, comprehensive submissions.
7. Designs risk management & insurance programs and recommends various insurance coverages and solutions to Clients.
8. Collaborates with Account Managers, Account Executives and other personnel to provide exceptional service and to identify and resolve client concerns.
9. Maintains a concern for timeliness and completeness when interacting with Clients, agency and insurance company personnel, to minimize potential for errors or omissions claims.
10. Meets agency standards for accounts receivables.
11. Actively participates in community and various corporate/center of influence activities.
12. Maintains and increases both job knowledge and value to the customer by keeping current with legislative changes, industry trends and product offerings.

Standards of Performance:

The McCart Group

1. Actively supports and incorporates company mission and core values into daily activities.
2. Demonstrates leadership skills and continually leads by example.
3. Maintains a positive and respectful attitude with fellow employees.
4. Works as a team member to achieve department goals and overall company goals.
5. Demonstrates positive customer service skills, internally and externally, with effective communication, respect, and integrity.
6. Maintains confidentiality of all information related to Clients, customers, employees, carriers, or other information, as appropriate.
7. Consistently reports to work on time prepared to perform duties of position.

Knowledge, Skills and Abilities:

1. College degree and/or equivalent business or insurance experience required.
2. Ability to understand and communicate orally and in writing with others, to explain complex issues, and to receive and interpret complex information and respond appropriately.
3. Full knowledge of insurance products and usages.
4. Ability to process written and other materials visually.
5. Valid Georgia P&C license.

Working Conditions:

1. High-pressured, fast-paced environment with potential for frequent interruption.
2. Extensive car travel and occasional overnight travel is required.

This job description is intended to describe the normal level of work required by the person performing the work. The principle duties outlined are the essential functions, responsibilities and duties. Other duties may be assigned as needs arise, or as required.

This description is not intended as a contract and is subject to change. Any written contractual agreements supersede this job description. All requirements may be modified to reasonably accommodate physically or mentally challenged staff members.

We are a dynamic organization in a rapidly changing industry. Accordingly, the responsibilities associated with any job will change from time to time in accordance with McCart's business needs. More specifically, an incumbent may be required to perform additional and/or different responsibilities from those set forth in this description.

To Apply for This Position:

Qualified candidates should submit resume and cover letter to Michelle Byard @ michelle.byard@mccart.com.

The McCart Group