



Account Executive

We are looking for an accomplished Account Executive to join our Private Clients team part and be part of one of the largest privately owned insurance groups in Australia. This position would suit someone who has worked smaller businesses who likes to provide exceptional personal service.

This position is working in our Commercial division, and you will be part of a busy and supportive team. This client portfolio will keep you busy and give you the opportunity to build strong relationships with our clients.

Your key responsibility will be to contribute to business growth objectives of Gow-Gates through servicing our existing business and being a trusted advisor to our clients.

- Managing a portfolio of clients and proactively identifying client requirements and placing risks
- Assist with the development, implementation and management of risk management and insurance programs which accurately address client needs
- Acquiring and understanding the client's business and insurance needs
- Identifying products which benefit the client and meet their needs.
- Managing renewals and maintaining strong relationships with the clients
- Working closely with external stakeholders to negotiate best insurance solution
- Responding to inquiries from clients, insurers, and other relevant parties

To succeed in this role, you will have experience servicing SME clients and 2 years + experience working as an Insurance Broker. Tier 1 qualification is also essential for this position.

Microsoft Office including Word, Excel, Outlook, and PowerPoint.

Established in 1963, Gow-Gates is one of Australia's largest and leading privately owned Insurance Brokers and Financial Services providers. We work with businesses and individuals across a diverse range of sectors, and our clients choose to partner with us because of our extensive experience, expertise, knowledge, innovation, and proactive approach.

With consistent growth within the Gow-Gates Group, we pride ourselves on our supportive workplace and we invest in your success. Our people are our greatest asset, and we provide a health and wellbeing program, an excellent training platform and a knowledge learning centre for personal and professional development.

Benefits

Gow-Gates offers fantastic opportunities for growth and development and a competitive salary

Package is negotiable based on experience and qualifications.

- Genuine Career Development within a growing organisation and fantastic Industry
- Flexible working arrangements are available
- Tier 1 Insurance Broking Qualification is required and paid by the company. In addition, we strongly encourage the Diploma in Insurance Broking and/or Risk Management, also with financial support
- Access to our Australian Institute of Management course program
- Technical insurance training, with in-house and select market experts
- Employee Assistance Program and wellbeing support.

If this sounds like your ideal role and you would like to discuss further, please contact Katy Hunt on:

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Gow-Gates does not accept any unsolicited resume referrals from Recruitment Agencies and will not pay any placement fees relating to such unsolicited resume referrals