



Account Manager

Our team is growing, and we have an opportunity within our Commercial team to manage a portfolio of clients and take on a busy and interesting role where no day is the same. This role can be based in **Melbourne, Sydney or Brisbane.**

We are looking for a trusted advisor who is ready for the next challenge and responsible for overseeing a portfolio of clients. This is a great opportunity to be part of a growing company within a supportive and positive team environment.

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 proficient experience servicing clients working as a Broker in a busy role. Tier 1 qualification is also essential for this position.

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.

Benefits

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

- Genuine Career Development within a growing organisation and fantastic Industry
- Flexible working arrangements
- Employee Assistance Program and wellbeing support
- Travel Insurance
- Discount health Insurance and other collective buying benefits

If this sounds like your ideal role and you would like to discuss further please contact Katy Hunt on khunt@gowgates.com.au or 0404 045 884.

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.