

Commercial Lines Account Manager

Cragin & Pike is one of Las Vegas' most established, independent insurance agencies and we're hiring a full-time Commercial Lines Account Manager. For 110 years, we've been serving the Vegas valley with an extraordinary commitment to service and relationships.

What will you do as a Commercial Lines Account Manager?

You will work directly with our sales teams to manage a book of business that includes medium to large commercial lines accounts. You will develop and maintain ongoing relationships with your clients, learning their business and proactively helping to support their insurance needs. You will drive the renewal marketing process where you will engage directly with the client and carriers to provide competitive renewal options.

What type of person can be successful in this role?

Do you enjoy interacting and building relationships with various personalities, finding what makes them happy and identifying those small steps you can take that will make their day? Do people describe you as detail oriented? Are you fulfilled when you know that all the details are in order and everything is in its place? Are you passionate about diagnosing and resolving client issues where you get to dig into the details to understand not only what happened but how you can fix it? If so, this may be the perfect job for you!

What experience will set you up for success?

Your past experience as a Commercial Lines Account Manager over the last several years will position you to understand how best to manage a book of business with medium to large accounts. We would love to talk to you if this experience includes construction accounts but this is not required. You have learned how to successfully multitask and organize your work, paying close attention to detail, to ensure that you can meet or exceed established deadlines.

A current Producer License for Casualty, Property & Surety is required. Industry certifications such as CIC, CRIS or CISR are preferred. We will cover the costs for those who have a willingness to obtain them.

We operate in a highly energized and collaborative environment where we are focused on not only meeting, but exceeding, our client's expectations at every turn. We ask for 100% focus during busy, high paced workdays allowing you to enjoy your evenings, weekends and time off.

If this position has your attention, please send us your resume so we can chat!