

# BERMINGHAM & CO.

## INSURANCE BROKERS

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### COMMERCIAL ACCOUNT HANDLER

#### Responsibilities Include:

Manage and develop an existing portfolio of private, commercial and corporate accounts

Analyse new client portfolios, provide insurance product advice and develop risk strategies tailored to the clients insurance exposures;

Regular review of clients business contracts and advise on insurance implications, broadening existing cover where necessary;

Review and audit existing clients insurance programs in line with changes to their business, identify cover enhancements, recommend further risk management strategies and develop opportunities;

Negotiate renewal terms and rates with multiple insurers, review and implement changes where required ensuring we offer the most comprehensive terms;

Prepare and deliver renewal presentation to clients, securing instructions to bind for the forthcoming insurance period;

Actively develop additional business opportunities from existing portfolios and other sources;

Monitor and actively manage all claims related matters for my client portfolio and negotiate equitable settlements on their behalf.

#### Skills & Qualities Required:

Commercial broking experience

CIP qualification or Grandfathered Status

Strong client management and communication skills

Ability to provide an excellent professional service to clients

#### Salary

To be negotiated, based on experience

If you are interested, please send your CV to [andrew@berminghamandco.com](mailto:andrew@berminghamandco.com)

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Irish Brokers Association Member

Andrew Bermingham t/a Bermingham & Co. Insurance Brokers is regulated by the Central Bank of Ireland