

Business Development Underwriter - Western Australia

The Business Development Underwriter - Western Australia (WA) is a critical role within the Organisation responsible for maximising existing and new business opportunities sourced by the Business Development team. This role represents and promotes the interests of Ansva Insurance with limited face to face contact with our distribution partners, account planning, account servicing, portfolio managing, marketing promotion and the completion of new business opportunities. Reporting to the State Manager - WA and based within the Perth regional office, key responsibilities will include:

- Assist in the growth and maintenance of profitable, sustainable new business within the WA portfolio of business
- Personal Underwriting of new business cases, schemes and endorsements for the WA portfolio
- Assist Underwriting Department in maximising the profitability of Casualty, Property, Financial Lines and Business Pack portfolio's
- Contribute to the alignment of risk and compliance management practises
- Deliver professional and efficient customer service to clients, brokers and distribution partners as well as internal colleagues

The Business Development Underwriter must have proven ability to develop and implement practical strategies to secure new business and retention of renewals, whilst assisting in the development and implementation of effective risk management strategies. Being well presented with a professional and confident manner, experience in dealing directly with brokers and clients, whilst simultaneously fostering effective working relationships, is essential.

You will have strong commercial negotiation, influencing and stakeholder management skills and a proven track record of meeting KPIs/business goals and targets. Demonstrable underwriting capability within the insurance sector and experience dealing directly with brokers and clients is essential. You will have at least 5 years experience working in business development within the general insurance industry, with excellent commercial lines product knowledge and completed or be undertaking insurance qualifications to ANZIIF Associate level and/or have relevant tertiary qualifications related to insurance.

This is a fantastic opportunity to join a dynamic organisation that is passionate about being the first choice for our customers. In return you will gain extensive exposure to the commercial insurance industry. Additionally you will have access to a range of rewarding Company benefits as a valued team member.

If this sounds like the role for you, send a current resume and cover letter by selecting the apply button now button.