



INSURANCE | EMPLOYEE BENEFITS

## **Medical Professional Liability Marketer & Account Manager**

### **These are the *fundamental* components of the job:**

- Market, negotiate, and place new and renewal Medical Professional Liability accounts.
- Coordinate and manage renewal timelines and critical deadlines.
- Monitor applications, policy documents, and group schedules as applicable.
- Maintain expertise in medical malpractice markets, coverage forms, and healthcare exposures.
- Collaborate with team members on renewal strategy and marketing
- Develop and maintain relationships with carriers and wholesale brokers.
- Prepare proposal comparisons, marketing summaries, annual claim summaries and renewal presentations.
- Identify cross-selling opportunities and upsell accounts as appropriate
- Maintain accurate documentation in EPIC and agency systems.
- Deliver exceptional service to clients, producers, and carrier partners.
- Act as a resource for Specialty coverages in this class of business for the agency
- Review claims data and assist in Lawley claims representative on appropriate carrier reporting

### **Other *functions* of the job:**

- Expand and grow in your role when supporting miscellaneous duties as requested

### **Skills / traits that we value for this role:**

- Active Property & Casualty (P&C) License required.
- Minimum 5 years of commercial insurance experience; Medical Professional Liability experience preferred.
- Knowledge of medical malpractice insurance products and healthcare risks.
- Experience managing account marketing and renewal processes.
- Proficiency in Microsoft Office; EPIC experience preferred.
- Strong organizational, communication, and analytical skills.
- Ability to prioritize multiple tasks and meet deadlines.
- Attention to detail and organizational skills
- Open to continuing education, college degree preferred
- Methodical, yet swift decision-making skills
- Precise verbal and written communication skills, even under time constraints

*'Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to age, race, creed, color, religion, sex, sexual orientation, national origin, citizenship, immigration status, gender identity or expression, military status, familial status, marital status, disability or genetics.'*

## **A bit about Lawley!**

- We are not a call center environment
- We achieve success by building genuine relationships together, with our teams and clients
- We are a family owned insurance broker (70+ years!)
- We are deeply committed to the communities we serve and love to get involved
- We work hard and play hard!!!

## **Why Lawley?**

- Competitive salary and referral bonuses!
- Expansive Benefits (Medical, Dental, Vision—and SO many more)
- 3 weeks of PTO (prorated based on start date) AND a generous holiday schedule – available 1<sup>st</sup> day!
- Company 401K contribution received starting Day 1 (for participants 21+ years old)
- Educational support, career development, and growth opportunities
- Job Security (we've never had a lay-off, even during the pandemic)
- Flexibility, including hybrid schedules! Business hours 8am-4:30pm
- Comfortable, family-oriented culture, with an emphasis on work life balance
- Unlimited Volunteer Time Off opportunities (so you can assist in serving our communities)
- Fulfilling opportunities that align with your career path and our business needs

The compensation range for this position takes many factors into consideration including but not limited to: years of experience/training, skill set, and licenses/designations. It is not typical for an individual to be hired near the top of the range for a position as circumstances and location can vary in every hiring situation. A reasonable estimate of the current range is \$67,415.78 to \$112,359.63.

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