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DOING BUSINESS

## Senior Underwriter – Inland Marine (Equipment)

Southern Insurance Underwriters, Inc. – Alpharetta, GA

### **POSITION NATURE AND SCOPE:**

Job functions require exercising independent judgment and leadership, but does not include the management of others.

- Quote new business and renewal with efficiency and accuracy based on market availability and according to department service standards and company compliance.
- Provide quotes according to all contract and binding companies.
- Assist others in completion of files and tasks as requested.
- Mentor Underwriting Assistants and Underwriters.
- Monitor and report on retention rate.
- Complete renewals with retention rate of 75% (or as assigned) and maintain renewal lists.
- Coordinate with other segments to add additional lines of coverage to policy.
- Assure pricing and coverage from requirements are being met.
- Responsible for relationship building through marketing efforts.
- Recommend and assist with development of insurance programs and niches.
- Support team growth efforts and coordination in southeast territory.
- Up to 25% travel to agencies for development and maintenance of profitable business relationships.

### **EXPERIENCE**

- 5-10 years of experience in Inland Marine, specializing in Equipment to include Forest, equipment schedules for harvesting trees, agriculture equipment schedules and construction on equipment schedules.
- Familiar with standard concepts, practices and procedures within the Commercial Property and Casualty insurance industry.
- Familiar with forest, equipment schedules in the woods for harvesting trees, agriculture equipment schedules and construction on equipment schedules.

### **REQUIREMENTS:**

Corporate Office : P.O. Box 105609, Atlanta, Georgia 30348-5609 • PH: 678.498.4500 • TF: 800.568.1700 • FX: 678.498.4600

Florida Office : 1035 Greenwood Blvd, Ste 121, Lake Mary, Florida 32746 • PH: 407.671.7464 • TF: 800.866.3324 • FX: 407.671.9262

Internet: [www.SIUins.com](http://www.SIUins.com) • Email: [info@siuins.com](mailto:info@siuins.com) • Hours: 8:00am - 5:30pm EST



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- Bachelor's Degree in Insurance and Risk Management or related field preferred.
- Industry relevant designations preferred (e.g. CPCU, ASLI, ARM, etc.).
- Proficient in Microsoft Office products to include Word, Outlook, and Excel.
- Ability to adapt quickly to new software applications and Carrier systems.
- Professional verbal and written communication along with strong interpersonal skills.
- Ability to work in a team, productivity based environment.
- Ability to multitask efficiently and accurately in a fast paced environment.
- Strong organization and prioritization skills.
- Must possess initiative and drive to make positive changes to processes.
- Detail oriented with strong problem resolution and research skills.
- Ability to analyze a situation and implement a solution.
- Must be customer focused.

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