

Field Underwriter - Assist Brokers (Rick Lindsey, Mike Fennell) by providing pre-underwriting.

Utilize understanding of assessing risk and exposures to identify business opportunities to maximize assigned loss ratio and growth objectives. Meet business goals through new business development, renewal retention, and overall profitability of assigned risk classes. Apply company guidelines and procedures to determine acceptability for new business opportunities. Apply knowledge creativity to help solve problems of varied scope and complexity. Identify and analyze patterns from partial and/or conflicting data, finding solutions and/or making recommendations to Brokers. Build and maintain strong relationships with the goal of increasing profitability and book of commercial business. Strong phone communication skills.

Working knowledge of office software.

- Cold calling new prospects (finding "leads")
- Follow up renewals
- Customer service for policyholders