

Account Executive: Construction

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Company: Aon

Location: Poland

Category: other-general

Account Executive: Construction

Aon KSA

Overview of the role

As an Account Executive you will have the freedom to not only support existing clients, but also develop new revenue through new accounts. You will be the face to our clients, serving the very best of Aon for each individual risk and need.

With a wide breadth of solutions available at Aon, account specialists have access to the most innovative technology, tools and capabilities in the industry, positioning them as trusted advisors to our clients. From RFPs to hands-on risk management, retention and transfer, our team supports clients at every step and receive training and development opportunities at every turn.

Aon is in the business of better decisions

At Aon, we shape decisions for the better to protect and enrich the lives of people around the world.

As an organization, we are united through trust as one inclusive, diverse team, and we are passionate about helping our colleagues and clients succeed.

What the day will look like

Act as a key member of the client facing team, acting as a trusted advisor to the executive level client in broking, designing, selling and servicing complex accounts.

Responsible for planning, scheduling, resourcing and executing large projects/ programs.

Market new and renewal business, handling all aspects of the placements from initial market selection through policy delivery to client.

Cross-selling and growing the existing insurance programs with our clients; developing and leading client relationships in order to increase penetration sales and cultivate new business opportunities;

Developing new contacts and build relationships with prospects that align with the Region's/Branch's acknowledged targeted industry or segment groups;

Providing the leadership vital for development and delivery of insurance and industry related presentations/seminars prospects and clients as required;

Reviewing and revising insurance programs in conjunction with the client to ensure complete and appropriate coverage

Develop productive business relationships with key insurance underwriters and Aon Teams

Present to local account executives, participate in RFPs, occasional client meetings and conference calls.

Acting as the visible face of Aon to the clients/prospects in the community, working to consistently prospect and facilitating lead generation activities; and

Assisting in the reviewing of claims and leading the client issues around claims handling;

Lead by example and assist colleagues in delivering extra value to clients and prospects;

Performing other related duties and responsibilities as assigned.

Other than Construction, Speciality includes industries like: Energy and Petrochemicals, Power and Renewables, Aviation, Shipping and Ports, Financial institutions

Skills and experience that will lead to success

Minimum of five (5) years of commercial experience with Construction and Infrastructure risk

Broking license in commercial insurance or other relevant formal qualification desired (CIP, FCIP and CRM or similar)

Full fluency in English, both written and spoken;

Strong interpersonal and teamwork skills;

Demonstrated exceptional customer service including proven track record of liaison with senior leadership

University degree or equivalent experience

Commitment to ongoing learning and professional development including insurance courses/certifications/designations

Attention to detail, ability to multi-task, exceptional organizational skills, ability to make and communicate difficult decisions.

Effective working knowledge of carrier underwriting practices & processes.

Proven client facing skills including effective presentations & communications.

Experience in resource deployment and utilization management.

Successfully operates in a fast-paced driven environment that requires the ability to handle multiple tasks simultaneously.

How we support our colleagues

In addition to our comprehensive benefits package, we encourage a diverse workforce. Plus, our agile, inclusive environment allows you to manage your wellbeing and work/life balance, ensuring you can be your best self at Aon. Furthermore, all colleagues enjoy two “Global Wellbeing Days” each year, encouraging you to take time to focus on yourself. We offer a variety of working style solutions, but we also recognize that flexibility goes beyond just the place of work... and we are all for it. We call this Smart Working!

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