

**Title: Senior Property & Casualty Account Manager**

**Description: PRIMARY PURPOSE**

A professional at this position level within Lambent Risk Management has the following responsibilities: Provides solutions to complex business problems for area(s) of responsibility where analysis of situations requires an in depth knowledge of organizational objectives. Involved in setting strategic direction to establish near term goals for area of responsibility. Interacts with senior management levels at a client and/or within Lambent Risk Management, involves negotiating or influencing on significant matters. Has latitude in decision-making and determining objectives and approaches to critical assignments. Decisions have a lasting impact on area of responsibility with the potential to impact outside area of responsibility. Manages large teams and/or work efforts (if in an individual contributor role) at a client or within Lambent Risk Management. It is our intention for our people to live where they work and work where they live. However, in the context of our profession and serving our clients there may be times when you will need to travel.

**ESSENTIAL FUNCTIONS AND RESPONSIBILITIES**

- Experience in Insurance operating model development (distribution, sales, service, product management, claims, customer experience, analytics )
- Demonstrated deep experience in one or several of the following industry segments: P&C Personal Lines, P&C Small Commercial Lines, P&C Middle Market, P&C Large/Specialty, Life & Annuity, Group Benefits
- Demonstrated leadership to successfully deliver management consulting and transformation efforts, leading multi-disciplinary teams including client team members
- Value proposition development and articulation
- Business capability benchmarking and blueprint development
- Business capability realization solution and roadmap development
- Business case development and management
- Management consulting program execution

- Developing and sustaining strong relationships with clients' business leaders
- Proven ability to build, manage and foster a highly motivated, team-oriented environment and actively guide and mentor people
- Proven ability to work creatively and analytically in a problem-solving environment
- Proven record of effectively collaborating across areas of business and disciplines to formulate creative yet pragmatic business solutions
- Excellent communication (written and oral) and interpersonal skills
- Excellent leadership and management skills

#### **EXPERIENCE:**

- 8+ years of experience in business consulting to Insurance (P&C or Life) clients focused on operating model transformation, business process improvement, business capability uplift, etc. with deep knowledge of insurance propositions, products, services, channels, functions and processes
- Strong passion for serving Insurance clients in their effort to successfully transform their business
- Deep interest in and knowledge of emerging trends impacting/likely to impact insurers, distributors and customers
- 6+ years of demonstrated ability to identify, shape, sell and lead management consulting work in the Insurance industry, working collaboratively with client senior leaders and teams
- Team and relationship management
- Bachelor's degree

#### **SKILLS AND KNOWLEDGE**

- AMS360; Microsoft Office Suite

Applicants for employment in the US must have work authorization that does not now or in the future require sponsorship of a visa for employment authorization in the United States and with Lambent Risk Management (H1-B visa, F-1 visa (OPT), TN visa or any other non-immigrant status).

Candidates who are currently employed by a client of Lambent Risk Management affiliated Lambent Risk Management business may not be eligible for consideration.

Lambent Risk Management is an EEO and Affirmative Action Employer of Females/Minorities/Veterans/Individuals with Disabilities.

#### Equal Employment Opportunity

All employment decisions shall be made without regard to age, race, creed, color, religion, sex, national origin, ancestry, disability status, veteran status, sexual orientation, gender identity or expression, genetic information, marital status, citizenship status or any other basis as protected by federal, state, or local law.

Job candidates will not be obligated to disclose sealed or expunged records of conviction or arrest as part of the hiring process.

Lambent Risk Management is committed to providing veteran employment to our service men and women.