

Title: **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. 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:

- 3 -5 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
- 3 -5 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
- Valid Illinois producer license required
- Bachelor's degree preferred
- Must be authorized to work in the United States

SKILLS AND KNOWLEDGE

- AMS360
- Microsoft Office Suite