



**OVERVIEW:**

Arrowhead Automotive Aftermarket is looking for high performing customer service professionals to join our team. As a Strategic Account Manager, you will be able to utilize your skills in building lasting relationships and managing our highest revenue customer accounts in the Automotive Aftermarket industry. You will work with our sales professionals, marketing team, and carriers to provide customer support to assist throughout the sales and renewal process.

Arrowhead Aftermarket, operating as a division of the Brown & Brown Insurance Company, is a narrowly focused market leader in providing insurance products and services to automotive aftermarket business owners and their employees. Our specialized approach offers exclusive access to business insurance programs via our program administrator Arrowhead General Insurance Agency, Inc.

If you want to be part of a solid organization that is energetic and growing, contact us today.

**WHY ARROWHEAD AUTOMOTIVE AFTERMARKET:**

We offer a benefits and compensation package that meets today's most important needs and includes:

- A challenging and stimulating career that provides growth and development.
- Group medical, dental, vision, HSA, life, and disability benefits.
- Paid time off and a 401(k) retirement plan as well as an Employee Stock Purchase Plan that allows our employees to purchase Brown & Brown stock at a discounted rate.

**JOB DUTIES:**

- Ensures credibility with client by maintaining detailed knowledge of their operation, insurance products, and current market conditions.
- Identifies development potential in accounts and pursue opportunities to add value to it.
- Works with the Underwriting Department to amend policies where necessary in order to meet client demand.
- Develops and maintains positive working relationships with clients, carrier partners, broker partners, and internal team members.
- Works efficiently and on schedule while maintaining accuracy.
- Delivers exceptional client service.
- Updates job knowledge by participating in educational opportunities and networking.
- Understands and adheres to established processes within the company's agency management system.
- Creates marketing plans and facilitates pre-renewal planning meetings.
- Other duties as assigned.

**REQUIREMENTS:**

- Bachelor's degree and three to five years related experience in the insurance industry and/or an equivalent combination of education and experience.
- Understanding of general insurance processing functions.
- High level of organizational ability and attention to detail.
- Able to manage multiple priorities and complete tasks and assignments in the required timeframes.
- Excellent customer service skills.
- Excellent written and oral communication skills.
- Possess a high level of motivation to achieve necessary involvement within a team.
- Insurance agency experience and broad understanding of insurance policy, forms, and applications.
- Knowledge of a multi-line Property and Casualty coverage and products.
- Property and Casualty Insurance License.

We are an Equal Opportunity Employer. We take pride in the diversity of our team and seek diversity in our applicants.