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Industrial Clients Manager

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Company: Marsh McLennan Companies

Location: Büyükdere Köyü

Category: other-general

Description:

Marsh McLennan (NYSE: MMC) is the world's leading professional services firm in the areas of risk, strategy and people. The Company's 76, colleagues advise clients in countries. With annual revenue over \$17 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses. Marsh advises individual and commercial clients of all sizes on insurance broking and innovative risk management solutions. Guy Carpenter develops advanced risk, reinsurance and capital strategies that help clients grow profitably and pursue emerging opportunities. Mercer delivers advice and technology-driven solutions that help organizations redefine the world of work, reshape retirement and investment outcomes, and unlock health and wellbeing for a changing workforce. Oliver Wyman serves as a critical strategic, economic and brand advisor to private sector and governmental clients. For more information, visit [www.marshmclennan.com](#), follow us on LinkedIn and Twitter or subscribe to BRINK.

We are looking for an **Industrial Clients Manager** to join our **Risk Management - Industrial** team based in Istanbul

What can you expect?

In this position you will be working with other colleagues in the team in a client facing role dealing with our Industrial clients to assist with the provision of day to day service and placement activities for all their insurance needs.

You may assist with preparing proposals and presentations, cultivating relationships with team members, clients, insurers and reinsurers.

We will count on you to:

Manage a client portfolio through placement and client management responsibilities with existing large industrial clients, achieving budgeted revenue for retention and growth on business,

Serve as first point of contact for day-to-day communication with large industrial and/or complex clients, follow up on correspondences and manage/maintain communications,

Identify and advise on specific solutions/products, broking plans, insurance product lines, and/or insurance carriers that will meet client needs,

Develop renewal strategies and marketing initiatives for both renewal and prospective business, analyze client specific risk exposure and details coverage requirements,

Analyze and review insurance programs for large industrial clients to determine optimum Total Cost of Risk,

Perform the services of an insurance broker for Property & Casualty & Marine Cargo lines, places large industrial clients' insurance programs, manage submitting coverage specifications & marketing proposals and obtain quotes from both local and international carriers,

Follow up with the re/insurers to confirm terms of negotiated contract are met, communicate with underwriters to follow up or obtaining additional information,

Present insurance proposals to the clients and obtains firm orders, delivers firm orders to the related carriers,

Approve and produce documentation for new re/insurance contracts and documents placement activities in the systems to ensure timely follow up by client, carriers and client team,

Negotiate, establish and maintain strong relationship with the underwriting community for the ultimate benefit of the clients,

Work as a dedicated team member by collaborating with other departments within Marsh team.

What you need to have:

Minimum Bachelor's Degree and at least 3 years of experience in insurance sector especially in Property & Casualty Lines

Excellent command of both written and spoken English,

Excellent command of MS-Office Applications,

Excellent communication, interpersonal and negotiation skills,

Dynamic, result-oriented, and self-disciplined,

Team-player, self-motivated, rigorous, with a constructive and critical mind,

Ability to work under pressure with tight deadlines

What makes you stand out?

Dynamic with previous client facing experience

The ability to remain calm under pressure and be able to work flexibly when required

A professional attitude with excellent inter-personal and communication skills

Demonstrated experience in developing effective relationships and influencing stakeholders to achieve required outcomes

Ability to understand compliance related documentation and legislation to identify outcomes which meet business needs

Excellent time management and organisational skills

Flexibility and adaptability to take on tasks that may be outside your comfort zone

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