

COLONNADE INSURANCE S.A. IS SEEKING A

INSURANCE ACCOUNT SPECIALIST



COMPANY DESCRIPTION

Colonnade Insurance S.A. specializes in non-life insurance, which is designed not only for individual clients, but also for small and large businesses. We are part of the multinational financial group Fairfax Financial Holdings, one of the world leaders in insurance and reinsurance. Colonnade operates through branches in Romania, the Czech Republic, Bulgaria, Poland, Slovakia and Hungary.

In Europe, the Colonnade company employs over 500 experienced specialists. Our financial strength has been affirmed by the [A.M. Best Company rating A- \(Excellent\)](#).

WHY IS COLONNADE A GREAT PLACE TO JOIN?

At Colonnade, our strategy is to become a significant general insurer of scale, focusing on the CEE region. Colonnade is in a fortunate and unique position:

- Our shareholder is totally supportive of our strategy and investment in our growth
- We have a profitable foundation and are able to fund our transformation from these profits
- We want to transform and create our insurance company into a modern, successful and digital insurer, based on our Fairfax values
- We are making a multi-million Euro investment in Guidewire and additional digital systems to create a common platform across our countries

JOB DETAILS

Location: Bucharest, Romania

Job type: full-time



CANDIDATE'S PROFILE



As an Insurance Account Manager, you'll have detailed knowledge of your Colonnade portfolio of insurance products, especially from the Consumer department and will develop business accounts and increase sales of the products.

You'll work with brokers, travel agencies, clients, building up long-term relationships and you will play a central role in introducing new insurance products to the market, while also seeking to maintain the commercial performance of existing products.

DAY TO DAY TASKS – MAIN DUTIES



- Attract new business by identifying and take advantage of opportunities in the local market
- Develop and manage good working relationships with clients, primarily insurance brokers and other partners;
- Introduce new products to the relevant distribution channels, promote them and handle all steps of the implementation;
- Deliver trainings on products and systems for the partners;
- Support the IT/Marketing/Legal team when implementing/launching a new product;
- Work with underwriters to amend policies/contracts where necessary in order to meet clients/partners demand.

REQUIREMENTS



List of requirements to be successful in the future role:

- Relevant work experience with an insurance company or within the wider financial services sector or retail sector;
- Excellent communication and presentation skills;
- Attention to detail and accurate record keeping;
- Customer orientation;
- Good communication and presentation skills;
- Self-starter, self-managed, quick learner, problem-solver with a positive, collaborative, and team-oriented attitude;
- Fluent English
- Availability to travel.



COLONNADE VISION

*We believe in fairness and simplicity in all our relationships, this is how we do business!
We deliver transparent products and fast claims service that address the challenges of the changing world around us!"*

COLONNADE VALUES

- Honesty and integrity are essential in all our relationships and will never be compromised.
- We are results oriented – not political.
- We are team players – no “egos”. A confrontational style is not appropriate. We value loyalty – to Fairfax and our colleagues.
- We are hardworking but not at the expense of our families.
- We always look at opportunities but emphasize downside protection and look for ways to minimize loss of capital.
- We are entrepreneurial. We encourage calculated risk taking. It is all right to fail but we should learn from our mistakes.
- We will never bet the company on any project or acquisition.
- We believe in having fun – at work!



APPLY NOW!

To apply for this opportunity, please send your resume to Madalina.banu@colonnade.ro