**Position title: Senior Business Developer – Western Pennsylvania**

**McKee Risk Management, Inc.** is looking for a talented and motivated Senior Business Developer to join our team!

**McKee** is dedicated to delivering specialized underwriting, claims, and risk control to select groups of insureds through our established agents. We recognize the importance of strong and deep relationships with both the Carriers with whom we are aligned and our Agents and Brokers.

The **Senior Business Developer** will be responsible for the development and growth of the Western Pennsylvania territory and the surrounding area, responsible for identifying and building new agency relationships, identifying opportunities, and driving key development strategies. This individual will be responsible for prospecting new agents and brokers, developing strong relationships with existing agents and brokers and qualifying leads for new and accounts. This individual will be responsible for effectively interpreting, explaining, and marketing the products and services for McKee’s multi-program businesses including Construction, Public Entity & Property, Water & Sewer, Human Services, Workers Compensation, Middle Market and M&A. This individual will function as a liaison and work in conjunction with our underwriting, claims and risk control teams. The successful candidate will be responsible for the profitable growth of the assigned territory.

**Responsibilities:**

**-Has responsibility for the development and growth of a productive agency plant / territory.**

* Meet or exceed assigned new business production goals.
* Meet or exceed assigned renewal retention goals.
* Complete and maintain Producer Profiles for all Key and Potential Key Agencies in your territory.
* Develops marketing plan for assigned territory, taking into consideration the strengths and weaknesses of the agency territory and competitors, all Programs and the Company objectives and overall market conditions.
* Prospects, appoints new producers each plan year; manages agency relationships to achieve production and profitability objectives.
* May develop and execute agency action plans for achieving individual agency objectives.
* Reviews and analyzes agents' production and results, making use of various internal reports (*Agency Score Cards, Agency Loss Ratio Report, etc*.).
* Implements and may recommend appropriate corrective measures, including modification or cancelation of agency appointments.
* Acts as a liaison between underwriting staff and producer in solving problems.

**-Markets products for multiple Programs and for multiple carriers; provides services to existing and prospective agencies.**

* Interprets and explains company’s Programs, products, facilities, and services.

**-Gathers, analyzes, and maintains competitive information. Makes appropriate recommendations based on competitive landscape.**

**-Completes Agency Call Reports within company standards.**

**-As appropriate:**

* Has responsibility for pre-qualifying / rejecting of complex to significantly complex multi-line risks; retention, accounting rounding, cross selling to ensure growth and profitability of each department.
* Uses independent judgment and initiative to achieve business goals.
* Maintains an elevated level of customer service.
* May take an active role, as needed, for large and / or complex accounts during upstart and / or critical periods in order to assist agents in producing business.
* Monitors aggregate quality and pricing for book of business in assigned territory.
* Periodic travel with Loss Control, Claims and Underwriting staff.
* Monitors persistency, placement, and agent / agency debt.

**-Has responsibility for building and maintaining effective business relationships with internal and external customers / coworkers in order to attract and retain profitable business.**

* Ensures consistency across the team when communicating with / responding to agents and brokers.
* Differentiating between transactional agency sources and relationship agency sources.
* Build agency relationships that last regardless of the insurance cycle.

**-Identifies opportunities for and may spearhead development of new business and / or programs.**

**-Monitors the overall book for adherence to insurance laws and regulations and as appropriate, underwriting rules, guidelines and rating manual rules.**

**-Provides technical advice to lower-level associates and other functional areas.**

**-Analyzes and manages the quality and quantity of risks underwritten and takes appropriate corrective actions as needed.**

**-Performs other duties as assigned.**

**Requirements:**

* 3-5 years of related experience.
* 2 or more years of Commercial P&C Underwriting Experience.
* Multiline property and casualty insurance knowledge (Property, Auto, GL, Umbrella, WC a plus.)
* Position requires frequent travel, including overnight travel, up to 60-80%
* Excellent interpersonal skills and client services skills
* Strong negotiation skills.
* Strong presentation skills.
* Excellent analytical, quantitative, financial, and critical thinking skills.
* Demonstrated ability to develop effective working relationships with staff and industry colleagues.
* Proficient computer skills.

**Education Requirement:**

Bachelor’s Degree or equivalent experience (Field of Study: Liberal Arts, Business, Risk Management, or a related discipline)

**Benefits: Medical, Dental, Vision Insurance, 401(k) Profit Shari, Generous Paid Time Off (PTO), Paternity Leave, Maternity Leave, Dress For Your Day dress code, On-Site Gym (free membership in King of Prussia, PA), Hybrid and Remote Positions available.**

**Competitive Compensation Packages**