

**Intuitive Captive Solutions, LLC**  
**8400 East Prentice Ave, Suite 645**  
**Greenwood Village, CO 80111**

**Job Title:** Account Manager – Captive Insurance  
**E-mail:** [careers@intuitivecompanies.com](mailto:careers@intuitivecompanies.com)  
**Subject Line:** Account Manager – Captive Insurance

## **JOB DESCRIPTION**

### *Roles and Responsibilities*

The account manager is responsible for new captive sales and existing captive account management. The account manager creates and retains long-term relationships with clients and brokers. Our team consists of highly flexible and motivated professionals who are committed to excellence. If you have the experience and skills and feel that you can make a contribution to our growing business, kindly email your resume to [careers@intuitivecompanies.com](mailto:careers@intuitivecompanies.com).

### **Account Manager - Captive Insurance will be responsible for the following:**

- Call prospective customers, review and assess customer needs, and create a customer relationship.
- Due diligence/evaluation process for any new captive opportunities, conducting a feasibility study for clients, and evaluating, selecting, classifying, and providing all rate/price information for coverages.
- Accountable for the top- and bottom-line results for your captive companies, overseeing renewals of all existing captives.
- Frequent travel is required to establish and maintain ongoing broker, vendor, and client relationships by leading meetings, facilitating PowerPoint presentations, and attending board meetings. Excellent relationship building skills a must.

### **The Top Personal Skills and Characteristics - you must be:**

- A commercial underwriting professional with a P&C License.
- Self-motivated - Able to exceed revenue expectations without being micro managed.

- Action oriented, continuous learner – Always communicating with your clients to meet their needs, and able to be a resource to them about the latest industry news and trends.
- Resilient and empathetic – Ability to quickly recover from adversity, and also to anticipate and relate to what’s going with people around you.
- Influential and accountable – As a leader, you’ll be responsible for impacting others’ actions, decisions, and opinions, while maintaining strong standards for your own activities. An established professional network in the brokerage and risk community is preferred.
- Excellent attention to detail.

*Qualifications, Education Requirements, Preferred Skills*

- 5-10 years of commercial underwriting experience.
- Captive industry experience is a plus.
- Graduate business degree.
- Financial analysis experience.
- Proficient in Microsoft Excel, PowerPoint, and Word.
- Ability to prioritize and manage multiple projects.

*Additional Notes*

- Salary - commensurate with experience. \$100,000 to \$150,000.
- Medical/dental plan.
- Bonus tied to productivity.