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# Example of Insurance Account Executive Job Description

Our company is growing rapidly and is hiring for an insurance account executive. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for insurance account executive

* Develops and manages the account strategy for specific assigned customer and brings customer feedback from the market (not just roadmap)
* Serves as relationship escalation point
* Responsible for gaining and maintaining an in-depth knowledge of assigned client account business model, technology platform, products and services utilized, contractual agreements, fee structure, key business contacts and volume/revenue statistics
* Maximize account penetration by increasing depth and breadth of TU solutions across customer’s organization
* Solve client problems and diffuse escalated matters
* Proactively research and stays abreast of industry changes
* Meets or exceeds assigned annual sales goals and penetration of the book of business
* Participates in product training with Sales Management for Health Plan’s commercial sales segments
* Develops best practices and work to implement those based on local market conditions
* Reviews and responds to RFP’s, manages internal strategy and participates in major sales and renewal presentations

## Qualifications for insurance account executive

* Ability and comfort level to communicate with consumers, potential consumers or fans in an event setting
* Strong ability to work as part of a team, demonstrate initiative and solve problems effectively and independently
* Valid driver’s license, clean driving record and comfortable driving long distances
* Minimum five (5) to seven (7) years of commercial insurance experience required
* Proven track record of building, managing and growing a book of business
* Seven (7) to ten (10) years of commercial insurance experience in a sales capacity preferred