

Marine Commercial Manager

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Company: WTW

Location: Ciudad de México

Category: arts-design-entertainment-sports-and-media

The Role

- Develop broking and marketing strategy for renewal and new placements Nationwide
- Assist with RFP and tender responses, including taking responsibility for contribution to writing and presenting our response orally where required.
- Negotiate renewal and new placements with insurance markets on behalf of clients.
- Gather information and analytics to assess and evaluate client risks in order to support the placement of client risks into the market.
- Assist with performing policy contract reviews.
- Proactively follow up on leads to support the production of marine, independently where a viable opportunity is identified.
- Search for new clients with a specific budget
- Develop a strong relationship with Client service teams and facultative teams.
- Build relationships with other lines of business to increase connectivity and opportunities to cross-sell.
- Ensure ongoing compliance with WTW guidelines and procedures to ensure the highest standards of service are maintained.

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