

## **Client Manager**

Riggs, Counselman, Michaels & Downes (RCM&D), one of the nation's largest independent insurance, risk management and employee benefits consulting firms, is seeking an experienced **Client Manager** for its Property & Casualty Team in Richmond, Virginia.

Primary job responsibilities include:

- Assisting clients and prospects understand market conditions and structure cost-effective, comprehensive risk financing programs
- Preparing comprehensive marketing submissions that accurately communicate clients' risk profiles to various markets
- Analyzing and comparing quotes
- Negotiating price and coverage
- Preparing detailed coverage comparisons and summaries
- Authoring client proposals
- Presenting recommendations to clients
- Collaborating with the service team to provide needed resources to clients
- Establishing and maintaining relationships with insurance carriers/TPAs
- Developing and maintaining client relationships
- Supporting the sales process and developing new clients / products
- Documenting work in agency management system

The ideal candidate has 8+ years of commercial lines service and risk management experience, strong knowledge of industry trends and products, relationships with carriers and exceptional communication, negotiation and leadership skills. CPCU or CIC designation highly preferred.

The Client Manager position is a full-time, salaried position with bonus potential. RCM&D offers flexible scheduling, competitive compensation & excellent benefits.

RCMD is an equal opportunity employer.

Please send cover letter, resume & salary history to [jmcelroy@rcmd.com](mailto:jmcelroy@rcmd.com).

EOE

No phone calls please.