

Insurance Broker Role

Job type: Full-time

Salary: c. \$80,000 + benefits

Experience: 2 years+

Location: Remote (New York State-based)

Start date: ASAP

Kellclair, an insurance intermediary for large-scale decarbonisation projects, is searching for an experienced P&C Insurance Broker to support the company's New York State expansion, including contribution to our insurance product and market development.

Job Description:

We are seeking a highly motivated and results-oriented Insurance Broker to join our dynamic team in New York. This role offers a unique opportunity to build a successful book of business while contributing to the development of a new innovative insurance product and to grow with the business. The ideal candidate will possess a strong understanding of the insurance industry, excellent communication and interpersonal skills, and a proactive approach to business development. In addition to traditional broking duties, this role requires a self-starter with the drive to generate new business opportunities and support the MD in developing innovative insurance products. Occasional travel to New York City will be required.

Responsibilities:

Business Development: Proactively identify and develop new business opportunities through networking, referrals, cold calling, and other lead generation strategies. Build and maintain strong relationships with clients and prospects.

Client Management: Consult with clients to understand their insurance needs and provide tailored solutions. Analyze risk exposure and recommend appropriate coverage. Manage client accounts, ensuring policy renewals, endorsements, and other service requests are handled promptly and efficiently.

Market Knowledge: Stay up to date on industry trends, market conditions, and new insurance products. Maintain strong relationships with insurance carriers and underwriters.

Policy Placement: Negotiate and establish agencies with insurance carriers to secure competitive quotes and optimal coverage for clients. Prepare and present insurance proposals to clients.

Compliance: Adhere to all regulatory requirements and ethical standards. Maintain accurate records of client interactions and policy information.

New Product Development Support: Collaborate with the MD and/or Sales Director to research market needs, identify potential product gaps, and contribute to the development of new and innovative insurance products. This will include market analysis, competitor research, and contributing to the product design.

Reporting: Regularly report on sales activities, business development progress, and market trends to the MD and/or Sales Director.

Collaboration: Work closely with other team members to ensure seamless client service and efficient operations.

Qualifications:

- Valid New York State Insurance Broker's License (Property & Casualty preferred, Life & Health a plus).
- Proven track record of success in insurance sales or a related field.
- Strong understanding of insurance products, underwriting principles, and risk management.
- Excellent communication, interpersonal, and presentation skills.
- Self-motivated, driven, and results oriented.
- Ability to build and maintain strong relationships with clients and prospects.
- Proficiency in Microsoft Office Suite and CRM software.
- Strong analytical and problem-solving skills.
- A proactive and entrepreneurial mindset with a desire to contribute to the growth of the firm.
- Experience or a demonstrated interest in product development or innovation is highly desirable.

About Kellclair Inc:

Kellclair is an insurance intermediary for large-scale decarbonisation projects. The company serves clients internationally, with headquarters in London and branches in Stockholm and New York.

Our focus is accelerating the energy transition across the built environment. By providing specialized insurance solutions that mitigate the risks associated with the adoption of clean energy technologies, we make large-scale projects happen.

Kellclair is a subsidiary of climate tech and finance platform, [Tallarna](#). Tallarna has over 100,000 buildings on its software platform being assessed for retrofit projects and is backed by [ABB](#), a \$32bn technology leader in electrification and automation, and [AmTrust Financial Services](#), an 'A-' rated global specialty property and casualty insurer.

Equal Opportunity Employer:

Kellclair Inc passionately promotes inclusivity, diversity, and equal opportunities. This encompasses age, disability, gender identity or expression, pregnancy, marital status, race, religion, and sexual orientation, among others.

To Apply:

In the first instance, please submit your resume and cover letter to the MD, Rupert Dixon at rupert@kellclair.com.