

BerkleyNet Underwriters

Contact: Brian Risen, *Senior VP of Business Development*
E-mail: brisen@berkley.net
Phone: 703.586.6307
Fax: 888.201.8035
Address: 12701 Marblestone Drive, Suite #250
Woodbridge, Virginia 20169
Website: www.berkley.net

Position Title: Business Development Representative

Opportunity Type: Full-time

Opportunity Start Date: Upon Graduation

Opportunity Location: Formal training program (12-15 months) in VA, then relocate to field position in the Chicago area

Salary/Wage Range: Mid 40's with a company car upon successful completion of training program

Description:

BerkleyNet is part of the W.R.Berkley organization, a Fortune 500 company with an outstanding track record of organizational performance, financial strength and reputation, Property and Casualty industry. BerkleyNet is a dynamic, mono-line workers' compensation company who operates in over 30 states and utilizes the Independent Insurance Agents/Agency distribution system. BerkleyNet leverages technology, underwriting and claims expertise to deliver real-time workers' compensation solutions for small businesses. This career opportunity entails going through a extensive training and development program in an unique and successful business culture at BerkleyNet. This front-line, hands-on training program will put the candidate in a position to effectively assume a specific territorial business development assignment in the field- which focuses on the growing a profitable book of worker's compensation business through the development and cultivation of agency relationships.

Qualifications

Undergraduate degree in Insurance/Risk Mgmt, Bus.Admin or Marketing; effective communication/relationship development skills; strong self-starter, desire to learn, results and goal oriented; sound critical thinking/problem solving and decision-making skills; ability to create and execute strategic and tactical plans; technological competencies; desire to take and complete professional development courses