



British
Insurance
Brokers'
Association

CAREERS IN INSURANCE BROKING

WHY IS INSURANCE IMPORTANT?

Insurance is not just about your car or phone- think drones, satellites, festivals and cyber attacks too. Some insurance is required by law and people and businesses need insurance to protect themselves against the unexpected.



3 WHAT CAN I LEARN?

As well as technical aspects of insurance and the chance to get professional qualifications you will learn skills in:

- Communication
- Analytics
- Problem solving
- Project management
- Negotiation and more...



2 WHY CHOOSE INSURANCE?

It's part of a massive, diverse international sector. Insurance brokers are the centre point of conversations, creating a social career both inside and outside the office. Brokers help customers get the insurance cover they need. They are the innovators, developing new products and services. There are also great opportunities to earn a good salary.



4 DOES INSURANCE CARE?

Yes it does! From diversity & inclusion, helping vulnerable customers, through to the Insurance Cares campaign and other charities. Brokers are right at the heart of their communities and help customers manage societal change.



SOME OF THE ROLES IN INSURANCE BROKING...



BROKER

A broker is the link between customers and insurers, helping to arrange, negotiate and agree the customer's insurance cover and price.



ACCOUNT EXEC

Builds on the relationship with customers and looks to understand their needs.



BUSINESS DEVELOPMENT

Finding and winning new clients by building trust and rapport.

ACCOUNT HANDLER

The key day-to-day contact for customers dealing with queries and any small changes they need.



ACCOUNT DIRECTOR

The relationship manager for larger, corporate or international clients. Sometimes leading a team of Account Execs.



CLAIMS

Claims advisers help customers through their claim and help negotiate settlement with insurance companies smoothly. With experience they can help customers avoid similar claims in the future.



Brokers also have roles in web development, marketing, communications, HR, finance, IT and more in-house. For more info go to www.biba.org.uk.

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Hazelton Mountford

Chartered Insurance Brokers

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