

Hi. I'm Jessica.

ASSOCIATE CLIENT MANAGER, LOS ANGELES

ALL ABOUT ME

I started out 11 years ago as a receptionist for a small insurance firm in Northern California. While working at this firm, I obtained my property and casualty insurance license. After nearly four years with this firm, I moved to the Los Angeles area where I continued my career in insurance. Outside of insurance, I have a deep appreciation for nature and find myself out on hiking trails, biking along the ocean or practicing yoga in the parks. I also enjoy leading women's groups and cooking for a healthy lifestyle.

MY ROLE ASPIRATIONS

As an associate client manager, I am responsible for client engagement and retention of a book of accounts in our National Brokerage segment. This includes the delivery of overall client service and technical advice. I am also responsible for the comprehensive review of client risks, the design of optimal insurance programs, and working with placement to ensure the best terms, conditions, coverage and pricing are obtained. I work with our sales force to grow the existing book business.

WHY I CHOSE RE/INSURANCE

I enjoy diving into different industries and successfully providing solutions to and support for my clients. The opportunity to learn the unique risk challenges in different industries is fascinating. The environment for my clients is always changing, creating new challenges for us to solve. I am constantly learning something new and there is never a dull moment!

WHAT SURPRISED ME MOST?

I am constantly surprised at the depth and breadth a career in the insurance industry provides. On a daily basis, I am researching the specific challenges of a particular client and their industry. What are the particular dynamics for that industry? How are they affecting my client? What do we need to solve not just today but also for the future? We are helping companies prepare for the future, which is incredibly rewarding.

