



Account Manager – Corporate

Future Team Manager pathway

Join a brokerage where relationships, expertise and people matter.

At **Gow-Gates**, we've been helping businesses manage risk for over 60 years. Our success comes from trusted advice, strong client relationships and talented people who genuinely care about delivering great outcomes.

We're looking for an experienced Account Manager to join our Corporate & Risk Management team.

Why Gow-Gates?

- Work with a respected brokerage known for quality advice and service
- Career development, mentoring and support for further qualifications
- Flexible and hybrid working arrangements
- Collaborative team culture with strong technical expertise
- Genuine opportunities for growth and developing your career

About the Role

You'll be responsible for managing and growing a portfolio of corporate clients, providing tailored advice and delivering exceptional service to clients. For the right broker, this role offers clear progression into people leadership.

Key responsibilities include:

- Managing renewals, placements and day-to-day client servicing
- Building strong relationships with clients, insurers and key stakeholders
- Providing strategic risk, insurance and risk management advice
- Identifying opportunities to grow and strengthen your portfolio
- Negotiating with insurers to achieve the best outcomes for clients

- Leading client meetings and reviews
- Supporting the development of junior team members

For the right candidate, this role is expected to provide a structured pathway toward a future Team Manager, Corporate position over time, subject to business needs, performance and readiness. As the Corporate team evolves, that future role may include responsibility for mentoring, coordinating workflow and supporting the day-to-day performance of up to two Corporate Account Managers.

About You

You'll be a relationship-focused professional who enjoys partnering with clients and finding risk transfer solutions.

To be considered, you will be Sydney-based and have:

- At least 5 years' experience working on general insurance programs for Corporate accounts
- Demonstrated experience managing complex Industrial Special Risks (ISR) policies
- Proven experience working with Lloyds with complex insurance programs
- Tier 1 qualification and Diploma of Insurance Broking or working towards it
- A willingness to travel regionally or interstate to visit client sites and properties
- Australian working rights

Ideally, you'll have:

- A tertiary qualification in business, finance, or a related discipline
- Strong technical insurance knowledge and market awareness
- An interest in developing your career into a leadership role
- Excellent relationship building, negotiation and communication skills
- A proactive approach to client service and portfolio growth

Ready to Apply?

For a confidential discussion, please contact **Marney Hamilton**, People & Talent Lead, on **0400 700 367**.