

Job Profile

Farmers

Job Title: Loss Control Cons Sr

Job Code: USFCMJ2

Salary Grade: GRADE 35

Manager: No

Creation Date:

Job Category: Farmers
Commercial

FLSA: Exempt

Revision Date:

Job Summary:

Responsible for overall account management aspects for service oriented business (greater than \$25,000 premium); provides loss control expertise and support in the areas of marketing research, risk selection, and solicitation of desirable classes of business with the Regional environment; provides technical recommendations regarding account selection and criteria for risk quality; works directly with customers (insureds and Agents) to retain accounts and improve results; may have lead responsibilities.

Essential Job Functions:

Provides service on large accounts (i.e. accounts with multiple locations or multiple operations); manages relationship with these accounts across Regions and determines corporate service needs; identifies loss trends. Coordinate and monitor delivery and costs of various services to accounts. Communicate information on accounts to all locations, including corporate office. Develops report formats appropriate for account; prepares and communicates comprehensive account information to insured corporate level and management team. Helps develop service intensive groups. Designs, develops, organizes and conducts training and staff development programs for internal and external customers. Attends and participates in business meetings. Participates in joint calls with underwriting to Agents and insureds. Completes research and support for programs from HO as requested. Acts as resource for other staff members. Perform other functions as assigned.

Physical Actions:

Besides some sedentary work, job duties require some of all of the following physical activities: #Carrying up to 20 lbs. Sitting Climbing Speaking Driving Squatting Hearing Standing Kneeling Walking Reaching

Physical Environment:

Required job duties are normally performed in a climate-controlled office environment, with exposure to some or all of the following when visiting accounts: #Uncontrolled outside environmental conditions #Excessive noise levels #Chemicals #Moving Mechanical Parts #Areas considered to be dangerous Conditions which could affect the respiratory system or skin such as: Fumes, odors, dust, gases, oils or poor ventilation

Education Requirements:

Four year college degree in technical or business area. Attainment of CSP and CPCU highly desirable.

Experience Requirements:

Five years of Commercial Insurance experience, including five years of loss control experience.

Special Skill Requirements:

Industry or line-of-business expertise, however, must be able to service all areas. Account relationship and management skills. Working knowledge on the application of software programs for the servicing and management of service-oriented accounts.

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