

# Careers

at **Campion Insurance**



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## About us



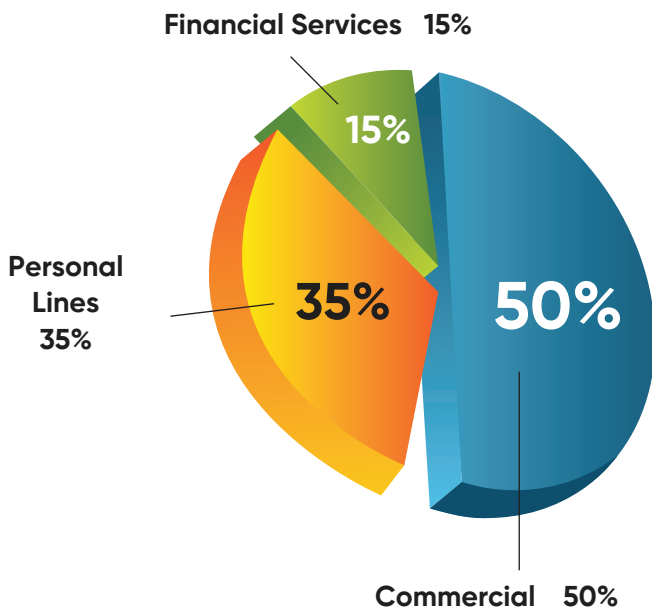
Jim Campion founded Campion Insurance in 1984.

Together with his wife Margaret, they set up the first Campion Insurance office in Urlingford, Co. Kilkenny. Since then, the company has grown to become one of the largest brokers in the country with a total of 11 branches nationwide.



- **11 Branches**
- **180+ Staff**
- 100% Irish Owned
- Regulated by the Central Bank of Ireland

## Our Business Breakdown



- Commercial
- Personal Lines
- Financial Services

### Key product segments:

- Car, Home and Van;
- Motor Trade;
- Bus & Coach Operators;
- Vintage;
- Mortgages;
- Life, Pensions and Investments.

## What is an Insurance Broker

An Insurance Broker acts as an intermediary between the insurance buyer (the client) and Insurance Companies (Insurers). A broker must have the proper licence to sell insurance (i.e. they must be authorised) and their staff must be qualified under the Minimum Competency Code as per the regulations of the Central Bank of Ireland.



Clients may be either individuals or commercial businesses and organisations. Brokers use their in-depth knowledge of risks and the insurance market to find and arrange suitable insurance policies and arrange cover. They act in the interest of their clients and offer products from more than one insurer to ensure that their clients get the best deal.

A broker could be involved in most functions, including new business development and looking after a portfolio of renewals. Tasks often involve:

- Gathering information from clients, assessing their insurance needs and risk profile;
- Building and maintaining relationships with clients including scheduling and attending meetings;
- Understanding the nature of clients' businesses and insurance needs;
- Researching insurance companies' policies and negotiating with underwriters to find the most suitable insurance for clients at the best price;
- Arranging specialised types of insurance cover in complex cases; this may involve preparing reports for insurance underwriters and surveyors and negotiating with insurers;
- Advising clients on risk management and helping to devise new ways to mitigate risks;
- Advising clients whether and when they need to make a claim on their policies;
- Marketing and acquiring new clients;
- Developing relationships with underwriters, loss adjusters and other professionals;
- Administrative tasks such as dealing with paperwork, correspondence, keeping detailed records;
- Winning accounts against competitors;
- Keeping up with changes in the insurance market and in the clients' industries;
- Collecting insurance premiums and processing accounts.

## Graduate Benefits



## Education

### Insurance Qualifications Career Path

The Central Bank of Ireland's minimum competency code (MCC) requires every new entrant to the Insurance Industry to undergo a qualification that is relevant to the advice they give.

Campion Insurance fully support our staff both financially and practically with furthering their education and obtaining their qualification with payment of membership and exam fees to the III and LIA.

General Insurance Qualifications	APA	CIP	MDI	ACII	FCII
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LIFE Insurance Qualifications	APA	QFA	RPA	PTP	CFP
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Graduates of the UL Risk Management course will benefit from a number of exemptions and could qualify under the MCC by sitting only one additional exam.

See [www.iii.ie](http://www.iii.ie) for more information on the examination and qualification process.

## Campion Staff Testimonials

### Neal Higgins QFA, RPA



I have been working in Financial Services since 2013 and joined Campion Insurance in January 2017. My role at Campion Insurance is centred around helping people to create an individual tailored plan that suits their financial needs covering life insurance, income protection, retirement planning, savings and investments.

The industry is constantly changing and Campion Insurance realise the importance of supporting personal development. With the support of Campion Insurance I have completed the RPA qualification which has developed my knowledge and expertise.

### Orla Skehan BA (hons) CIP



2021 marks my 14th year in employment with Campion Insurance and I feel very proud to be part of a fantastic team. Over the course of those 14 years there have been many changes in the company and we are now one of the leading Insurance brokers in Ireland.

I have been very fortunate that during my time, I have had the opportunity to work in a number of different roles. These roles have involved a range of customer facing roles, new business development and Team Leader.

I have been fully supported by the management team in my own personal development and provided with many opportunities to grow and improve my skillset, both in a personal and professional capacity. The continued growth of the company offers many exciting opportunities and I am looking forward to progressing my career further.

### Stephen Galvin BBS (Hons) CIP



I joined Campion Insurance on the graduate programme, after completing my Bachelor of Business Studies degree in UL. I studied Risk Management & Insurance as my major option, with Law as my minor option as part of my degree.

The main things that attracted me to Campion's were the initial warm welcome from the interviewer's (which is echoed in the friendly working environment), along with the evident opportunities for career progression through additional studies & hard-work.

I began my career in a health insurance advisory role & roughly one year later I moved to a commercial account handling role, which was an opportunity advertised internally. I have been happily working in this role ever since. I'd strongly recommend joining Campion's as a graduate, it's honestly a fantastic place to kick-start your career.

## Campion Awards

Margaret Campion receiving the **Deloitte Best Managed Companies Gold Standard Award** from An Taoiseach Enda Kenny.



**Investment in Skills, Training and Development of Staff.** Award from Kilkenny Chamber 2019.



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**Registered office:** Otter House, Modern Plant Building, Naas Road, Dublin 22. **Company registration no.** 269654

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