



# Major Accounts Global Client Executive Practice Chubb Overseas General

Making the management of complex risks easier for clients

Chubb's Global Client Executive (GCE) Practice is one of the cornerstones of our strategic account management approach for a select group of large domestic and multinational clients and their brokers.

Our GCEs are experienced leaders who provide our clients and their brokers with a single-point of contact from which to access all of Chubb. They ensure high quality, custom-crafted service across a client's programme and provide senior-level accountability across all product lines and services.



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## Streamlined access and coordination

Our GCEs work in partnership with our clients and brokers to navigate the complex world of risk. They allocate resources from across our global network to meet a client's specific needs, providing a single doorway to the worldwide capabilities of Chubb.

## Our GCEs unite Chubb and our clients as strategic partners

They make it easy for accounts with worldwide operations, significant retained risk, multiple brokers and specialty services to access the full breadth and depth of Chubb's global capabilities, all through one point of contact. Our clients asked for easy access, our GCEs deliver.

Chubb's Global Client Executive Practice is a demonstration of the exceptional-level of service we strive to deliver to our clients and their brokers.

We have GCEs located around the globe in the following Chubb Overseas General regions: United Kingdom, Continental Europe, Asia Pacific and Latin America.

## What GCEs do

### Ease communication and collaboration

Ensure programmes and services are well communicated and coordinated among all – clients, underwriting, brokers, service teams and claims.

### Forge proactive partnerships

- Oversee annual stewardship and client account plans that establish clear priorities, expectations and goals
- Provide the right combination of resources for each client's needs
- When needed, escalate client issues and connect with the appropriate internal resources, including senior management, to ensure timely and proper resolution

### Oversee account management and coordination worldwide

- Lead the Chubb account relationship globally
- Coordinate all aspects of a client's program with Chubb's Global Network of over 625 offices worldwide
- Facilitate access to our Global Services Programme, including Account Management, Network Management, Finance, Claims, Operations and Reporting, and Technology, including Worldview®
- Oversee engagement with Chubb global claims, engineering and regulatory specialists, including Chubb Global Risk Advisors, Chubb Claim Client Relationship Managers and our network of compliance and regulatory professionals

### Spearhead teamwork worldwide

- With a global view of our client's business, our partnership, and our company, GCEs roster all Chubb resources globally for key clients
- Harness the full power of Chubb's local knowledge, contacts and relationships

### Strengthening broker partnerships

The GCEs provide our brokers with a collaborative partner and single contact point for questions or collaboration on any aspect of their client's programme worldwide. Our GCEs offer brokers:

- A strategic, proactive partner, delivering tailored product and service solutions to our mutual clients
- Streamlined service and access to everything Chubb
- Timely, efficient issue resolution and enhanced access to Chubb's most senior leaders

Chubb's GCEs are senior executives with diverse backgrounds in risk management, brokerage, underwriting, and claims who possess a deep knowledge of the Chubb organisation.

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