



Robert Lewis-mayston

Corporate Account Executive

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Additional info

Gender **Male**

Date of birth **21/12/1987**

Nationality **British**

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About

With nearly 20 years of experience within the insurance industry I have found my passion and ideal skill set of client management. I have worked up from the SME work to now dealing with multinational companies with policies ranging from standard package to layered policies via Lloyds and other routes.

Skills

Executive leadership **Experienced**

Strategic thinking **Experienced**

Financial acumen **Experienced**

Relationship building **Experienced**

Conflict resolution **Experienced**

Industry expertise **Experienced**

Global perspective **Experienced**

Negotiation **Experienced**

Hobbies

Solo travelling, staying fit and healthy, identifying new interests

Work experience

Corporate account executive

Sutton Winson

Apr 2020 – Dec 2025

South East

Managing a book of business in the region of £400k fee income. (Circa £3.5m GWP)

Managing a group of Account Handlers.

Delivering New Business targets.

Cross referral generation to other company departments (employee benefits, high network and investment services)

Insurer relationship management

Internal support

Pipeline building

Corporate Insurance Manager

Berns Brett Ltd

Sep 2017 – Apr 2020

London

Providing corporate insurance solutions to the mid-market and corporate clients.

Managing a commercial unit out of the Horsham branch

New Business generation

Managing a book of business circa £250k income (£2.2m GWP)

Sales manager

Towergate

May 2008 – Dec 2018

London

Started off as a telesales person dealing with SME business, worked my way up to account executive and then onto management across various teams included aggregator sites and open market teams

Education

GCSE

Warden park

Sep 1999 – Jun 2004

West Sussex

Maths – C

English – C

Science – C

A-level

Sussex college

Sep 2004 – Jun 2006

West Sussex

Accountancy – Alevel

Business studies – BTEC – Distinction