

Brokerage's unprecedented success is great news for Essex employment

A Chelmsford-based commercial insurance business and high net worth insurance brokerage is enjoying unprecedented success in its sector, currently being shortlisted for eight awards across three different awards schemes.

In the past fortnight, it has received news that it is a four-category finalist in the Broker Innovation Awards and a double finalist in the UK Broker Awards 2019. These add to its two nominations in the Oscars of the insurance industry – the British Insurance Awards.

Ascend Broking, based on the Chelmsford Business Park, has already scooped two awards this year and been a finalist for a further four.

Chalking up 14 shortlistings, two of which have already been converted into awards, just two years and three months after arranging its first insurance policy, demonstrates the esteem with which the dynamic insurance broking team is regarded by its peers.

Ascend's independent and innovatory approach to insurance, the technological solutions that have been developed for clients and its phenomenal growth, are all making their mark.

The first gala evening on the horizon for the team, which prides itself on its completely different approach to insurance provision, is that of the British Insurance Awards, taking place in one of the most iconic buildings in England – the Royal Albert Hall – on July 10.

There Ascend Broking is shortlisted for Commercial Lines Broker of the Year (for SMEs and mid-corporate businesses) and Insurance Start-up of the Year.

Less than two months later, on September 4, the party-bus commissioned for the glory trail, will be driving to the Leonardo Royal Hotel Tower Bridge, for the Broker Innovation Awards. There, Ascend has four chances of success, being a finalist for Broker of the Year, Claims Team of the Year, Start-up of the Year and Commercial Lines Broker of the Year.

Then, after a short reprise, September 13 will see the customer-centric business heading to The Brewery, London, as a finalist for the top honours in Insurance Age's 'UK Broker Awards' in two categories – Claims Team of the Year and Start-up of the Year.

With two awards already in the cabinet from this year's Commercial Insurance Awards, where Ascend swept to victory in the Growth Company of the Year and Broker Claims Team of the Year categories, whilst notching up another four finalist's placings, no other insurance brokerage in the country is matching the dedicated team's achievements.



L-R: Matthew Collins, Wade Hopkins, Tom Nurcombe, Alex Patten, Eddie Carter, Simon Horton, Max Collins, Katherine Smithers, Paul Bennett and Matt Price

Managing director, Matthew Collins, who founded Ascend Broking to shake up the way brokers deliver insurance to clients, utilising 25 years' experience of the London market, says: "Our company goal was not to be the biggest, but to definitely be the best, not just in Essex or the south, but countrywide.

"Our record of achievement to date shows how we have already started to lead the way in insurance provision to clients tired of call centres, who may have been caught out by online tick-boxes, or who are simply jaded by dealing with faceless people with little or no engagement with their businesses. It was time for a change in insurance, to stem the tide of consolidation and online and direct provision. We are providing a breath of fresh air for thousands of clients."

All of this success is great news for employment in Chelmsford and other parts of Essex, with recruitment being almost continual, as word-of-mouth recommendation fuels growth. Ascend expects to take on five more staff this year and is recruiting almost every month.

Those wanting a career with the high-flying broker are urged to monitor the careers page at: www.ascendbroking.co.uk and also look out for further news, later in the year, about a special initiative Ascend will launch, to boost the prospects of local young people.

Matthew Collins adds: "We are flying the flag for Essex and creating rewarding career opportunities here too. We shall ensure that we invest in our local people and enrich our local community as we grow, as both are integral to our success and inspiration."