



People Centered. Community Driven.

North Blenheim Mutual Insurance Company is seeking a dynamic, community-focused individual to join our team as a licensed insurance agent.

### **About Us**

North Blenheim Mutual is a policy holder owned Company. Part of the strong Ontario Mutual network of companies, providing Home, Farm, Commercial & Automobile Insurance to Policy Holders in Ontario for over 160 years. We are a growing company with deep roots in our community.

### **Candidate Attributes**

- Strong people and relationship building skills,
- Ability to work individually as well as part of a team,
- Maintains a positive working relationship and liaison with all business partners (e.g., employees, customers, third parties, etc.),
- Ability to multi-task,
- Details oriented,
- Excellent communication skills, written and verbal,
- Proficient computer skills,
- Demonstrates Integrity and utmost good faith,
- Respect of privacy and confidentiality.

### **Position Overview and Responsibilities**

- Build and maintain strong client relationships while serving as the client's primary point of contact,
- Manage a portfolio of insurance accountings, providing excellent service to all clients,
- Advise on insurance coverage within their licence guidelines and binding authority outlined by North Blenheim Mutual,
- Identify key growth opportunities,
- Identify prospective clients through leads and referrals,
- Collaborate with and understand underwriting requirements for both new business and renewal clients,
- Stay current on insurance knowledge and industry trends through approved educational resources,
- Actively participates in Company, community, and networking events as an ambassador of North Blenheim Mutual,
- Acknowledge and support our company's values within your daily transactions.

## **Position Requirements**

- Previous insurance experience an asset,
- Farming background is an asset,
- Other Than Life (OTL) General Insurance Agent License to be obtained within the first three months of this role,
- Valid driver's license and own transportation,
- Post-secondary education,
- Previous sales experience an asset,

## **What We Offer**

- Comprehensive Pension plan and employer-paid Group Healthcare Benefits plan,
  - An Additional Health Care Spending Account is also included.
- People-oriented work environment
- We invest in your education through workplace sponsored CIP courses and other insurance programs that facilitate growth,
- Sales earning potential,
- Marketing Budget.

## **Interested?**

If you are looking for a fast-paced environment with a growing company, please submit your resume, cover letter and salary expectations to Jennifer Ferreira, Sales and Distribution Manager, [jferreira@northblenheim.com](mailto:jferreira@northblenheim.com)

We are committed to a selection process and work environment that is inclusive and barrier free. The company will work with the applicant to arrange reasonable and appropriate accommodation for the selection process which will enable the applicant to be assessed in a fair and equitable manner. North Blenheim Mutual welcomes applications from people with disabilities.

**We thank all applicants however only those selected for an interview will be contacted.**