

Risk Advisor

Personal Insurance

High Net-Worth Clients



Northern Insurance Brokers provides our clients across Northern Ontario with expert advice in risk management and insurance.

As a broker partner of Navacord, one of the largest insurance brokers in Canada and a leader in Private Client Solutions, our Risk Advisors have the opportunity to build a successful career with an entrepreneurial mindset and access to Navacord's proprietary Programs & Products.

THUNDER BAY | REPORTING TO: Sales Manager

POSITION OVERVIEW:

Northern Insurance Brokers is seeking an experienced **Risk Advisor** to join our growing sales team as we expand into Thunder Bay. The candidate will be responsible for achieving new business growth of high net-worth Personal Insurance clients through solicitation of outbound leads, responding to incoming leads, and fostering relationships of our current client portfolio.

This position will contribute to the continued growth of our Personal Insurance clients and will work closely with the Commercial Insurance Department to support our broad client needs.

RESPONSIBILITIES:

- ▶ Target high net-worth Personal Insurance clients and contribute to the organization's revenue growth by consistently expanding your book of business through the execution of sales
- ▶ Grow the existing client base through account rounding, referrals, and cross-selling
- ▶ Proactively manage relationships by understanding the needs of your clients and delivering tailored solutions
- ▶ In collaboration with the department manager, provide a strategic overview of the growth initiatives for your prospective pipeline and future growth targets
- ▶ Continuously improve your technical and market knowledge through ongoing training and networking to achieve goals and deliver results
- ▶ Be active in your networks and your community, doing your part to represent Northern Insurance Brokers and Navacord in the marketplace

We are an equal opportunity employer who is dedicated to fostering a diverse workforce and inclusive company culture.

KEY EMPLOYEE BENEFITS:

- ▶ Competitive Compensation, including aggressive Variable Compensation opportunities, full Benefits Package and comprehensive Pension Plan
- ▶ Professional Development Courses and Designation opportunities
- ▶ Flexible Work Arrangements
- ▶ Opportunity to work as part of a high-performance team of experienced and respected insurance professionals

THE IDEAL CANDIDATE:

- ✓ Possesses a strong sales background with the demonstrated ability to outperform targets and manage lasting client relationships
- ✓ Is a natural networker who is driven by the desire for constant improvement
- ✓ Is a self-starter with strong written and oral communication skills, presentation skills, and organizational skills
- ✓ Excels in a fast-paced environment by easily adapting, staying organized, and solving problems effectively
- ✓ 2+ years of Personal Insurance experience
- ✓ Post-Secondary Degree and RIBO license required; CIP, CAIB designations preferred
- ✓ Fluent in English; French is an asset
- ✓ Advanced skills in MS Outlook, Excel, Word

Qualified applicants please apply at www.northernins.ca/careers