

POSITION OVERVIEW

Company: Chazz Financial Inc.

Number of Positions: 1

Language: Bilingualism in English and French is an asset.

Work Model: In office

Alternate Title: Commercial Insurance Specialist

Additional Information:

Commercial Lines Sales Brokers are responsible for generating new sales through prospecting and quoting, servicing existing accounts and soliciting all forms of commercial insurance business from new and existing clients while maximizing income growth, retention and profitability. This will be accomplished through delivering “service beyond expectation”, account development and cross-selling of other available products and services. Commercial Lines Sales Brokers (s) will utilize the Verge sales systems and strategies and they will strive to meet or exceed established new business sales goals.

What you’re responsible for:

- building relationships with clients and prospects while networking in the community.
- Educating clients is the cornerstone of success.
- Chazz Financial expects continuous improvement and consistent application of the foundational Core Values of “Integrity, Competency and Empathy” in all dealings with clients, prospects, company representatives and fellow co-workers.
- Working as a team with your team lead, you will focus on delivering “service beyond expectation” to all your clients.

What to expect:

- You will travel occasionally.
- You are required to have a valid driver’s license and insurance.
- Strict confidentiality with respect to client’s medical history, financial status and other personal information.
- Extended work hours, including weekends, may be required during peak periods.
- This role involves direct contact with clients and/or service providers in their environment.
- You will be subject to a Criminal Record and Consumer History background check as a condition of employment, in the event you are the successful candidate.

To be successful:

- You remain focused and optimistic in the pursuit of a goal, despite barriers, until the objective is achieved and allocate time and resources to effectively manage the sales portfolio.
- You successfully build plans focused on expanding market penetration and apply an innovative mindset to improve operational efficiencies, with a client centric lens.
- You have strong communication skills to influence or persuade others to adopt a specific course of action and can effectively facilitate mutually beneficial solutions.
- You build trusting relationships and provide guidance to support the development of peers.

To join our team:

- General OTL insurance license is required for this role.
- Meet all provincial-licensing requirements in accordance with continuing education in order to obtain and maintain all licenses.
- A minimum of two (2) years sales experience or related business or marketing experience is preferred.
- Knowledge of insurance products and strong underwriting skills is an asset.

What we offer:

- Training and development opportunities to grow your career.
- Opportunities to give back to your community.
- A competitive compensation package and benefits program.