

NOVA MUTUAL

INSURANCE

Position Title: Exclusive Insurance Agent (Home Office), Nova Mutual Insurance Company

About the Company

With roots dating back to 1867, Nova Mutual has protected clients when they need it the most specializing in Agriculture, Commercial Home and Auto insurance. With a Team of dedicated professionals, we have established ourselves as one of the leading Mutual Insurers in Southern Ontario.

A people-focused organization has allowed us to create a Vision and Strategy that wraps our service and product offering around people like you in communities like ours. We live our people focus in all that we do, our organization prides itself on being creative and flexible while ensuring local communities are receiving the proper Insurance expertise and friendly service at a fair premium.

Position Summary

Are you a high-performing sales professional? Are you entrepreneurial? Does the prospect building on a current book of business with a commissioned structure appeal to you?

As an Exclusive Agent of Nova Mutual, you bring your personality to the table as you build long-term relationships with members/potential members in the areas of Hamilton, Niagara, Haldimand, Norfolk and Brant. While agriculture is your core offering to this sales territory, you also have the opportunity to sell commercial as well as home and auto insurance products. We will provide you the support and tools to set up a home office to service the needs of our members. This position allows you to build on a current book of business (\$600,000), with the brand, strength, and stability of one of Ontario's leading Mutual Insurance Company's behind you.

This position will be primarily located in your home office with travel to both our Jarvis and Simcoe offices.

Key Responsibilities

- Provide exceptional service to a current portfolio of existing loyal Nova Mutual members, i.e. responding to client queries, conduct needs-based interviews and recommend solutions, conduct care calls, upselling and process renewals;
- Identify new clients that need and want YOU to create insurance solutions to meet their individual needs;
- Develop and foster networks while seeking out new clients through referrals
- Build trusted, often multi-generational, relationships with individuals, families, business owners and farmers, based on personalized services and advice;
- Present and solicit Nova Mutual products and services based on true understanding of our members' needs and goals;

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- Educate and assist consumers on the purchase of Nova Mutual products;
- Determine the acceptability of risks (front-line underwriting), provide quotes, suggest new coverages, cross sell & up-sell, explain coverage & limits;
- Work in collaboration with underwriters to provide best options for clients while maintaining integrity of Nova Mutual products;
- Prepare documentation for company, completing applications with clients as needed, issue insurance certificates and binder letters, process changes and review renewals;
- Timely and accurate handling of invoicing and receiving of customer payments;
- Remain current with underwriting rules, workflow processes, applicable legislation, attending professional development;
- Promote Nova Mutual through community support activities

Qualifications

- Four to six years' of outbound sales experience, preferably in the farm, commercial, home and auto insurance industry
- A talent for listening, establishing trust with prospects, and commitment to find the right insurance solutions for members
- An existing network of referrals and/or Centres of Influence, preferred
- Current Other than Life (OTL) or RIBO license
- Minimum of four years' work experience on Compu-Quote and/or Customer Relationship Management (CRM)
- Strong analytical and problem-solving skills;
- Excellent time management skills and the ability to work independently and within a team
- Proficiency in Microsoft Office suite of products
- Driver's License and access to automobile
- College Diploma/University degree or relevant business experience
- Enrollment in Certified Insurance Professional (CIP) program, as asset

What we offer

- Unlimited income potential by building on a current book of Nova Mutual business and expanding this book of business – acquiring one client at a time and selling the most appropriate insurance solutions to meet their needs
- Comprehensive benefit package
- Volunteer opportunities to give back to your community.
- Training and development opportunities to grow your career
- “Dress for your Day” culture
- Flexible work options to support personal and family needs.
- A holistic approach to your well-being and a supportive workplace culture

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How to apply

Those interested in this excellent opportunity can forward, in confidence, a resume outlining their background and experience by August 16th, 2019 via email to hr@novamutual.com, attention Ms. Manie Walker.

We appreciate your interest and will contact you if a meeting is required. Nova Mutual Insurance Company is committed to providing accommodations for people with disabilities. Should you require an accommodation, we will partner with you to meet your needs.