POSİTİON TİTLE: Commercial Insurance Account Executive

Employment Type (FT,PT,Contract): FT
Rate of Pay: TBD
Job Location: 2375 Skymark Ave, Mississauga, ON L4W 4Y6
Hours of Work: Standard Full-time
Start Date: ASAP
Application Deadline: January 31, 2020

COMPANY NAME: Jones DesLauriers Insurance Management Inc.
Street Address: 2375 Skymark Ave, Mississauga, ON L4W 4Y6
Phone: (416) 259-4625
Fax:
Email: careers@jdimi.com
Website: jdimi.com

General Description of Duties:
Jones DesLauriers is hiring an Account Executive and will report to the Chief Operating Officer. The successful incumbent will be responsible for achieving business growth on an existing book of business and retaining an existing book of business.

RESPONSIBILITIES:
• Overall responsible for sales production and retention on an existing book of business.
• Accountable to track personal progress against company sales plans
• In collaboration with the Chief Operating Officer, provide a strategic overview of the growth initiatives for your book
• Communicate with the Chief Operating Officer to ensure they remain fully informed of all significant sales issues
• Establish and maintain client relationships with ability to identify their needs and mitigate risks
• Provide prompt, accurate, and friendly customer service. Service can include responding to inquiries regarding insurance availability, eligibility, coverages, policy changes, transfers, claim submissions, and billing clarification
• Support, mentor and engage with the commercial account team assigned to assist on your book of business
• Maintain a strong work ethic with a total commitment to success each and every day
• Represent JDIMI professionally in the marketplace
Skills and Experience Required:
• Minimum 5+ years commercial insurance experience
• R.I.B.O and C.I.P designation required as well as C.A.I.B or at minimum working towards the designation
• Client development/relationship management experience
• Strong sales background with demonstrated business acumen
• University degree desired
• Superb interpersonal, communication, and effective problem solving skills
• Ability to be a self starter with strong written and oral communication skills as well as organizational skills
• Advanced skills in Outlook, Excel, Word and EPIC

How to Apply:
If you are interested or know anyone that is interested in the above role please contact Kristin Coulombe directly at careers@jdimi.com.

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