

POSITION TITLE: Commercial Account Executive

Employment Type (FT,PT,Contract): FT

Rate of Pay: N/A

Job Location: Mississauga

Hours of Work: N/A

Start Date: ASAP

Application Deadline: September 27, 2019

COMPANY NAME: Jones DesLauriers Insurance Management Inc.

Street Address: 2375 Skymark Avenue, Mississauga Ontario L4W 4Y6

Phone: (416) 259-4625

Fax: (416) 259-7178

Email: careers@jdimi.com

Website: <https://jdimi.com/>

General Description of Duties:

- 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:

Qualified candidates are invited to email their resume and cover letter to careers@jdimi.com

This job advertisement has been provided by an external employer.
Mohawk College is not responsible for the accuracy, authenticity or reliability of the content.