

COMMERCIAL INSURANCE MARKETER



PAISLEY MANOR
— INSURANCE BROKERS —



NAVACORD®

TORONTO, ON | REPORTING TO: Commercial Marketing Manager

POSITION OVERVIEW:

Paisley Manor is hiring a **Commercial Insurance Marketer** to join our highly experienced team. The candidate will be responsible for submitting business to insurers on behalf of our Producers, reviewing and advising coverage gaps and preparing client presentations. This position will contribute to our continued growth appetite for Commercial Lines and building and maintaining our excellent client relationships and ensuring their coverage needs continue to be met.

RESPONSIBILITIES:

- Prepare RFQs, proposals & binders for submission
- Maintain strong relationships with the underwriters, business development managers, producers & Account Managers to fully understand client requirements
- Exceptional knowledge of insurer products & target segments to ensure best possible coverage solution
- Analyze client coverage needs, exposures, loss history & provide targeted risk management recommendations
- Communicate with all key stakeholders to ensure they remain fully informed of marketing progress
- Provide prompt, accurate, and friendly customer service. Service can include responding to inquiries regarding insurance availability, eligibility of coverages etc.
- Continuously improve your technical and market knowledge through ongoing training & networking
- Maintain a strong work ethic with a total commitment to success each and every day
- Represent Paisley Manor professionally in the marketplace and build your insurer relationships

Work for a forward thinking employer that provides:

- Great learning and growth opportunities
- Social and industry related events
- Flexible work arrangements
- Making a difference in our communities by partnering with charitable organizations
- A progressive and team-based culture

Key Employee Benefits:

- Competitive compensation package
- Full Benefits Package
- Professional Development Courses and Designations
- Opportunity to work with an experienced and respected team of insurance professionals

REQUIREMENTS:

- Minimum 3+ years commercial insurance experience
- R.I.B.O. required. C.I.P. designation &/or C.A.I.B. desired or at minimum working towards the designation (s)
- Client development/relationship management experience in Commercial Lines desired
- Strong negotiation skills
- Strong knowledge of Canadian P&C marketplace, insurers, products & trends
- University / College degree desired
- Superb interpersonal, communication, and effective problem solving skills
- Ability to be a self starter with strong communication & organizational skills
- Advanced skills in Outlook, Excel, Word and EPIC



We are committed to providing accommodation upon request for applicants and employees with disabilities.