

# COMMERCIAL ACCOUNT EXECUTIVE (EXPERIENCED)

TORONTO, ON | REPORTING TO: COO & EVP

## POSITION OVERVIEW:

Paisley Manor is hiring an experienced **Account Executive** to join our highly successful team. The candidate will be responsible for achieving new business growth and servicing and deepening relationships on an existing book of business. This position will contribute to our continued growth appetite for Commercial Lines and Personal Lines VIP with the opportunity for referrals within the Navacord network for Group Benefits and associated products to support our broad cli-

## RESPONSIBILITIES:

- Overall responsibility for new sales production and servicing and retention on an existing book of business
- Establish and maintain client relationships with ability to identify their needs and mitigate risks
- Accountable to track personal progress against company sales plans for new business & cross-sell
- In collaboration with the COO & EVP, provide a strategic overview of the growth initiatives for your book
- Communicate with all key stakeholders to ensure they remain fully informed of all significant sales issues
- Provide prompt, accurate, and friendly customer service. Service can include responding to inquiries regarding insurance availability, eligibility, coverages, policy changes, transfers, claims and billing support
- 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 Paisley Manor professionally in the marketplace and build your personal network

## 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 10+ 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 in Commercial Lines
- Strong sales background with demonstrated ability to outperform targets
- 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



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