

POSITION: Commercial Account Executive

LOCATION: 2375 Skymark Avenue, Mississauga Ontario L4W 4Y6

REPORTING TO: Chief Operating Officer

OUR CULTURE:

Work for a forward thinking employer that provides for:

- Best training and mentorship program offered in the insurance industry
- Great learning and growth opportunities
- Modern, state of the art workplace
- Social and industry related events
- Flexible work arrangements
- Making a difference in our communities by partnering with charitable organizations

Key Employee Benefits:

- Competitive compensation package
- On-Site Fitness Facility and Wellness Initiatives: Yoga and Group Classes
- Full Benefits Package
- RRSP Matching Program
- Reward and Recognition Program
- Professional Development Courses and Designations

POSITION SUMMARY:

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

REQUIREMENTS:

- 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

JDIMI is committed to providing accommodations for persons with disabilities. If you require accommodation, we will work with you to meet your needs.