

Insurance Advisor (Agent) Career Opportunity

BCM (Bertie and Clinton Mutual) Insurance provides industry leading insurance products exclusively to the Niagara Region. We have been serving Niagara for over 120 years and encompass a holistic understanding of the territory. As a Mutual Insurer, BCM is owned entirely by its policyholders. We give back to local organizations annually in effort to make Niagara a greater community. We are proud to deliver a unique and personalized one-on-one advisor relationship to deliver a best in class customer service experience. Come join the best insurance team in the Niagara Region!

YOUR ROLE

- Develop, grow and maintain strong relationships with policyholders
- Perform risk assessments and recommend coverages accordingly
- Identify and cater to the changing insurance demands of Policyholders
- Grow and develop a book of business through ongoing prospecting and referrals
- Demonstrate an ongoing commitment to expand your insurance knowledge
- Work in a collaborative team environment with all BCM departments
- Leverage our leading-edge technology platform



YOU BRING

- A super positive attitude and strong organizational skills
- Demonstrated effectiveness in sales or service-related roles
- A hunger to grow and develop a long-term career in the industry
- Excellent interpersonal and communications capabilities
- A relevant post secondary educational or life experience
- An OTL or RIBO licence, or we'll help you get one



WE OFFER

- Full time employment in a recession proof industry
- A highly competitive, guaranteed salary as you grow your book of business
- Sustainable renewal & new business commissions afterwards
- Paid vacation, sick and personal time off
- Flexible working hours, schedule, and an office in Welland
- BCM paid:
 - ⊕ dental, health, and vision benefits
 - ⊕ educational development
 - ⊕ RSP matching contributions
 - ⊕ On-site gym



SOUND GOOD?

Send a resumé with a cover note to Holly letting us know how this might make sense for you at careers@bcminsurace.com.

All BCM employees are required to be vaccinated and will need to submit proof of vaccination as a condition of their offer of employment prior to their start date, subject to any validated human rights accommodation requirements. We're simply trying to keep everyone safe.

BCM Insurance welcomes applications from all qualified candidates and will accommodate applicant needs through all stages of the recruitment and selection process. We encourage candidates to make their accommodation needs known to enable us to provide equitable access to our opportunities. We thank all candidates for their interest, although only those to be interviewed will be contacted by Holly directly.

