

NOW HIRING!

Manager of Branding & Partnerships

Trillium Mutual Insurance is an organization powered by great people who want to make a difference everyday! Our corporate culture is professional and respectful, yet friendly. We offer a work environment that champions innovation and creativity, energy and passion. We are committed to providing a rewards package that includes competitive compensation, work/life balance, flexible work schedules, professional development opportunities, on-the-job training and the chance to make a difference working for a forward-thinking insurance industry leader in a niche market.

We are currently looking for a highly motivated individual for the position of Manager of Branding & Partnerships. Reporting to the Vice President of Operations, you will oversee the Business Development Team and effectively manage our valued broker channel to meet the changing needs of our members.

What Will You Be Doing?

- Responsible for the oversight and management of Trillium's marketing strategy and business development practices for both the Trillium Mutual and Real Ontario Farm Insurance brands
- Accountable for effectively managing the budget, balancing the needs and optimizing the effectiveness of both Marketing and Business Development.
- Build and maintain strong, productive broker relationships in accordance with Trillium's overall strategy.
- Evaluate and manage broker partner financial performance; determine strengths and identify opportunity areas for all broker partners. Implement strategies to support profitable growth.
- Act as a liaison between other departments; create face-to-face opportunities with our broker partners through office visits, trade shows, events, co-op advertising, sponsorships and broker training.
- Actively oversee all end-to-end broker training efforts on behalf of the organization.
- Effectively lead and manage a diverse team of direct reports, providing guidance, direction and support.
- Engage regularly as an enthusiastic member of Trillium's leadership team; provide input and insight into company goals and objectives, while representing broker partners to ensure alignment with our distribution channels.
- Remain current and up-to-date on industry trends to drive Marketing and Business Development priorities.



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Who You Are:

- Graduate from a recognized post-secondary program in Business or Insurance or a strong equivalent combination of experience, education and training
- Experience with business development and marketing in the P&C industry, with a focus on agriculture and/or commercial insurance
- Minimum 3 years insurance leadership experience required
- CIP designation or actively pursuing
- Thorough understanding of the Independent Broker Distribution Channel
- Demonstrated track record of establishing and maintaining effective broker partnerships
- Able to network with internal and external stakeholders to execute on Marketing and Business Development strategies to create impact
- Ability to multi-task in a fast-paced environment
- Strong verbal and written communication skills and excellent interpersonal skills
- Ontario Driver's License and access to transportation for frequent business travel throughout Ontario

This position has the ability to be a hybrid position from a home office within Ontario. High-speed Internet and reliable connectivity are required.

If you are a high performer who delivers more than what is expected, provides excellent service by understanding customer needs, enthusiastically supports change, shares your expertise, takes responsibility for your own development, who actively seeks new challenges and has a desire to learn and grow, then we want to hear from you!

Trillium Mutual commits to maintaining and promoting a culture that is inclusive and welcoming to all peoples. A workforce that is diverse, and that improves its understanding of various cultures, backgrounds and experiences, is in a better position to serve its members.

We invite interested applicants to submit their resume to hr@trilliummutual.com by September 5, 2025. Applicants are thanked for their interest in this position, however, only applicants selected for an interview will be contacted. Trillium is committed to providing accommodations and achieving a barrier free workplace for individuals with disabilities. Should you require an accommodation in order to participate in our recruitment process, we will support you by taking into account your individual needs.

To learn more about Trillium Mutual visit us at our website

www.trilliummutual.com



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