

NOW HIRING!

Agri-Business Specialist

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 Agri-Business Specialist. Reporting to the Manager of Branding & Partnerships, **you will provide technical agriculture expertise to Trillium, our broker partners, and the farming community.**

What Will You Be Doing?

- Responsible for the maintenance and growth of the Real Ontario Farm Insurance program.
- Develop curriculum content and facilitate broker and agent training sessions with specific emphasis on agriculture insurance needs.
- Represent Trillium as an ambassador at agriculturally focused trade shows, community events, and speaking engagements as required.
- Provide subject matter expertise for Trillium and its broker partners regarding agriculture trends and industry best practices
- Contribute in the development of marketing plans for brand awareness, product launches and individual brokerage needs.
- Solicit new business opportunities, programs and products that meet Trilliums appetite.
- Act as a resource to brokers and agents to provide guidance and understanding of insurance product offerings.
- Assist and provide input as it relates to the design, improvement and implementation of new insurance products.
- Liaise with claims, underwriting and risk management teams to routinely act as an agriculture subject matter expert for complex agriculture risks.
- Attend farm site visits with brokers and agents to assist in their understanding of the operation.
- This role may involve the quoting, negotiating and binding of new agri-business.

Agri-Business Specialist

Who You Are:

- Graduate from a recognized degree or diploma program in Agriculture, Insurance or a strong equivalent combination of experience, education and training
- **Genuine passion for agriculture;** people, trends, livestock, crops, equipment and buildings
- Minimum 5 years relevant experience required.
- CIP designation or willing to obtain
- Thorough understanding of the P&C industry would be an asset
- Demonstrated track record of maintaining effective business development relationships
- Exceptional facilitation and presentation skills; ability to engage audience
- Strong verbal and written communication skills and excellent interpersonal skills
- Ontario Driver's License and access to own transportation to support 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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