



SALES AGENTS

Salus Mutual Insurance Company has an exciting opportunity to join our growing team!

Reporting to the Sales Manager, the Agent provides services to new and existing clients/policyholders by selling/renewing property, farm, auto, commercial, and other insurance products the Agent is authorized to sell. Agents must remain current on industry product/service knowledge, applications, technology, and market conditions at all times while customizing insurance programs to suit individual customers, often covering a variety of risks. Imperative to this role is the ability to seek out new clients/policyholders, develop clientele by networking to find new customers, as well as generating lists of prospective clients/policyholders.

Position Requirements:

- A post-secondary education or equivalent work experience.
- A minimum of three years of sales industry experience.
- Currently holds or has the ability to pass the Ontario Agent Licensing exam and requirements.
- Farm, property, auto, and commercial insurance knowledge.
- Knowledge of the farming and construction industries.
- Proficient in MS Office suite of programs and other software applications
- Motivated for sales and selling to client/policyholder's needs.
- Results-orientated and able to work both independently and within a team environment.
- Demonstrate aptitude for problem-solving.
- Possess a valid Ontario Driver's License and own transportation.

Personal Attributes:

- Natural communicator who excels at networking and building lasting relationships.
- Has a professional demeanor and superior business development and prospecting skills.
- Ability to determine solutions for clients/policyholders through a consultative sale approach.

Why work for us:

- Competitive compensation package which includes base salary, benefits, and a pension plan.
- Flexible, people-oriented working environment.
- Opportunities for ongoing training and development.
- A positive team environment with a focus on health, wellness, and community involvement.

Who we are.

Salus Mutual Insurance Company is an amalgamation between Howard Mutual Insurance Company and West Elgin Mutual Insurance Company, two well-established mutual insurance companies. We pride ourselves on professional, friendly customer service provided by employees and agents who understand our policyholder needs and put our customers first.

Interested?

Candidates are asked to submit a resume and cover letter detailing their qualifications and experience by email to Human Resources at amicka@salusmutual.ca.

We thank all applicants for their interest and wish to advise that only those candidates selected for an interview will be contacted. Appropriate accommodations will be provided upon request throughout the recruitment and employment process as required under the *Accessibility for Ontarians with Disabilities Act* (AODA).

For more information about Salus Mutual Insurance Company please visit our website www.salusmutual.ca or follow us on Facebook.