



Maple Mutual Insurance is hiring an Insurance Sales Agent to join our growing team! The Agent will provide service and sales to new and existing policyholders for farm, commercial, auto and property products provided by Maple Mutual Insurance. The successful candidate will have a minimum of 3 years experience in property and casualty insurance, including farm and commercial, excellent verbal and written communication skills, have or be working towards industry credentials such as CIP, CRM or CAIB, and be committed to ongoing learning and professional development.

Position Requirements:

- OTL or RIBO licensed
- Minimum of 3-5 years related insurance experience required. Preference will be given to candidates with experience in farm and commercial lines.
- Strong knowledge of insurance products, wordings, and insurance contract law
- CIP designation preferred or working towards industry credentials such as CIP, CRM CAIB
- Strong underwriting skills, sound judgement, decision making and analytical ability
- Attention to detail with respect to documentation and notes
- A valid Ontario driver's License and own transportation
- Experience in farm and commercial insurance preferred
- Proficient in computer usage including MS Office suite
- Experience using Applied preferred
- Motivation for sales and selling to policyholders/customers
- Must have ability to multi-task, results oriented, work independently, and be part of a team

Personal Attributes

- Excellent written and verbal communication skills
- Proven ability to network and/or strong connection to the community
- Ability to build customer relationships
- Able to provide solutions to customer needs
- Self-motivated

Responsibilities and Duties Include:

- Develop relationships with new and existing policyholders by delivering exceptional customer service
- Provide service to policyholders on renewal and throughout the policy period; handle questions and general inquiries, recommend, and provide increased limits or coverage.
- Solicit new business to support corporate growth strategies

- Adhere to all Maple Mutual Insurance underwriting guidelines, system, and company regulations
- Work collaboratively with all departments and colleagues
- Conduct oneself in a manner consistent with the organization's values, code of conduct and business ethics
- Responsible for the quality and timeliness of all policy documentation processing; new business, renewals, endorsements, and cancellations
- Participate in community events and/or opportunities to promote the Maple Mutual brand to our target audience
- Flexibility in work hours

Why Maple Mutual Insurance?

- Competitive compensation package which includes commission, pension, and benefits.
- Flexible work hours
- Opportunity for ongoing training and development
- A positive team, with a focus on community involvement, customer relations and the wellness of our employees

Note: Closing date for application submission is 5pm, Friday May 30th, 2025. Maple Mutual Insurance is an equal opportunity employer. We thank all applicants for their interest, however only those under consideration for the role will be contacted.

Please submit your resume with cover letter to Business Development Manager, Candie Johnson at candie@maplemutual.com