

WEST WAWANOSH MUTUAL INSURANCE COMPANY IS HIRING A  
**BUSINESS DEVELOPMENT ASSOCIATE**

### Why West Wawanosh Mutual Insurance Company?

We believe in working to support thriving communities in rural Ontario. Our agents, brokers, directors, and staff are your neighbours. We are invested in supporting local and we are dedicated to helping our communities any way we can.

West Wawanosh Mutual Insurance Company has an immediate opportunity for a Business Development Associate to join our Team in a full-time position in Goderich, Ontario. At this time, upon successful completion of a 6-month training period in the physical office, West Wawanosh Mutual provides a flexible hybrid work arrangement opportunity for this position, consisting of the option to work remotely for up to 2 days/week.

Reporting to the Director of Operations, you will be energetic, professional and resourceful providing service to our Brokers and Agents.

### Key Duties/Responsibilities

- Maintain existing broker relationships and seek out profitable growth opportunities to expand within the broker channel
- Monitor portfolio performance, including retention rates, loss ratio and growth metrics
- Assist in the development, execution and reporting of strategic plans/business plans alongside relevant management teams and departments
- Development of tools, guides and other resources for our broker partners. This includes hosting presentations/training sessions, both virtual and in person.
- Represent the company at a variety of industry trade shows and broker conventions coordinating with Marketing for these events
- Accountable for gathering and reporting market intelligence
- Address concerns and/or issues related to brokers quickly and effectively working closely with the underwriting and claims teams
- Assist in the strategic development of annual marketing plans
- Lead external broker communications
- Travel will be required
- Work with Marketing on the corporate broker donation program and assist with our social media platforms to promote the West Wawanosh Mutual Brand.

### Experience/Qualifications

- College or university degree in a related field preferably in business administration or marketing
- 5-7 years of industry related experience
- Good knowledge of P&C insurance products and the ability to analyze broker performance.
- Demonstrated strength in oral, written and presentation skill sets.
- Proven ability to work independently and as part of a team.
- Outstanding people skills, building trusted relationships for the long term
- CIP designation would be an asset

### We Offer

- A team environment that values the importance of positive attitudes, respect and initiative
- A competitive pension and benefit plan.
- A Company where compassion and innovation come first
- A network of like-minded individuals committed to your growth and development
- Strong focus on community involvement and,
- A healthy work life balance

We thank you for your interest in West Wawanosh Mutual Insurance Co. Please send your resume to [cathie.simpson@wwmic.com](mailto:cathie.simpson@wwmic.com) before August 2<sup>nd</sup>, 2024 if you would like to be considered for the role.

*West Wawanosh Insurance Company is an equal opportunity employer. We are committed to meeting the accessibility needs of all individuals in accordance with the (AODA) and the Ontario Human Rights Code (OHRC). Should you require an accommodation to participate in our recruitment process, we will support you by considering your individual accessibility needs.*