

Career Opportunity

Director of Sales & Marketing

Looking for an exciting new role to leverage your experience, accelerate your career, achieve a better and more affordable lifestyle, and make a difference in our 149-year-old pillar of the community? **Usborne & Hibbert (U&H) Mutual Fire Insurance Company is looking for a Director of Sales & Marketing to join our leadership team!** You will be responsible for the overall management of licensed agents and brokerage relationships. You will also lead the branding, positioning, and marketing of U&H products and services in a 'consumer-first' manner.

Responsibilities

- Set the tone, direction, and metrics for sales activities aligned with U&H objectives
- Manage agent growth goals, reviewing and supporting plans to achieve them
- Oversee team workflows for efficiency, quality, and distribution of work
- Develop and execute marketing strategies to build the U&H brand
- Participate in developing and implementing U&H's strategic plans
- Develop and nurture relationships with community partners and local organizations

Qualifications

- University degree in Sales, Marketing, Business, or Communications preferred
- CIP designation, or equivalent
- Licensed agent or broker preferred

Select Competencies

- Achievement Orientation
- Relationship Building
- Adaptive Problem Solving

Perks

- Hybrid Work Environment
- Community Involvement / Balance
- Affordable Housing
- Comprehensive Benefits
- Strong Professional Development Support (OMIA, CIP)
- Competitive DC Pension Plan
- Health Spending Account

Interested

Please send your resumé outlining interest and suitability by July 30th to uhcareers@engagehr.com. Otherwise, call Holly at 905.306.8111 ext. 230 for more.

At Usborne & Hibbert Mutual Fire Insurance, we value diversity and strive to maintain an inclusive culture which prioritizes people. As an employer, we welcome applications from all qualified candidates and are committed to accommodating their needs throughout the recruitment and selection process. We encourage candidates to inform us of any accommodations required so we can provide fair and equitable opportunities.