



# Now Hiring!

## Full-Time Commercial Business Development Advisor

Reporting to the Manager of Branding & Partnerships, in this dynamic new role, you will build and maintain professional relationships with Trillium's broker partners, attend industry sporting events, trade shows, conventions and drive profitable growth by training brokers on Trillium's commercial products/appetite.

---

### What Will You Be Doing?

- Manage the brokerage relationship in commercial lines which includes; reviewing monthly brokerage production and profitability reports, establishing action plans to support broker partners ability to achieve desired budgeted results and assisting the marketing team to develop marketing plans based on individual brokerage needs.
- Training brokers on our commercial products and appetites. Combination of in-person and virtual.
- Soliciting commercial new business opportunities/programs/products that meet Trilliums appetite.
- Acting as the liaison between brokers and Trillium. Sharing constructive and positive feedback both ways.
- Maintain a strong understanding and knowledge of marketplace, products, brokerages, and competition.
- Represent Trillium at broker sporting events, broker business functions, industry/agricultural events, trade shows and conventions.
- Collaborate with peers to share market intelligence including new product offerings/enhancements.
- Work collaboratively with other teams and departments, particularly Underwriting, Products/Pricing and Marketing.
- You will have flexibility in your schedule for arranging broker meetings/events.
- You will have the ability to work at the Trillium office or from your home office when you are not attending broker offices/meetings/events.

# Full-Time Commercial Business Development Advisor

## Who You Are:

- Minimum three years' commercial property underwriting experience or comparable broker experience.
- Comfortable discussing brokerage performance reports with brokers.
- Capable of communicating production/profitability targets with brokers and seeing them through.
- Comfortable presenting/training with the ability to effectively facilitate sessions whether in-person or virtually.
- Strong verbal and written communication skills with the ability to express ideas clearly and ensure understanding.
- Enjoy meeting people and attending/participating in a variety of events.
- Consistently demonstrates professional conduct and a positive and passionate attitude.
- Ability to work well independently with minimal supervision, and collaboratively as part of a team.
- CIP or FCIP designation, actively pursuing, or willing to obtain.
- Post-secondary degree or diploma as asset.
- Proficient with various MS office applications.
- Valid Ontario Driver's License and access to own transportation.

For the right candidate, this position qualifies for our remote work program. High-speed Internet and reliable connectivity are required. The bulk of the travel is in Southwestern Ontario.

If you are a high performer, provides excellent service by understanding broker's needs, enthusiastically supports change 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](mailto:hr@trilliummutual.com) by October 8, 2024. 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 visit us at our website [www.trilliummutual.com](http://www.trilliummutual.com) or on

@TrilliumMutual

