



We are looking for an **INSURANCE AGENT**

As the oldest Ontario farm mutual insurance company, we have proudly served our community for over 160 years. We're growing and progressing while sticking to our humble roots of always putting our policyholders who are also our owners first. We have an exciting vision which we will achieve by investing in our people, processes and communities. If you are looking to be part of a sustainable winning culture that delivers exceptional customer experiences, we invite you to apply.

POSITION SUMMARY

You are a goal-oriented individual whom others recognize as a leader by your willingness to serve. You are an active relationship builder who will enjoy developing relationships with your clients, your community and our Dumfries team. Your passion for people and doing the right thing are matched by your ability to juggle multiple competing tasks. This position has a flexible working environment and hours and reports directly to our VP, Business Operations. Many other benefits including training, benefits plan, competitive salary, pension plan, marketing budget and bonus plan.

RESPONSIBILITIES

- Leverage your well-established network, combined with a company marketing budget, to generate and qualify leads to grow a book of business, across auto, residential, farm and commercial product lines.
- Present in a compelling manner our value proposition to stakeholders.
- Offer professional advice and value to the relationship, by being an active listener and staying updated with market trends.
- Provide daily support for policyholders, keeping detailed notes in our leading-edge CRM, and following up with your pipeline.
- Be a brand ambassador for Dumfries Mutual in your community, visibly making a difference.
- Brainstorm and execute new marketing strategies to attract our target markets and to meet established goals and targets.
- With a thirst for knowledge, seek out educational opportunities to advance product knowledge and understanding of our policyholders' business activities, as well as the needs and pains that drive buying decisions.
- Be an advocate for policyholders within our company while also respecting all team members whose collective mission is to champion mutual protection for our policyholders.

QUALIFICATIONS

- Requires insurance agent or broker license within 60 days. Will be sponsored by Company if not already licensed.
- Post-secondary or equivalent education considered an asset.
- Both Insurance and sales experience are required. An existing client base is a considerable asset.
- Understanding of various commercial and agricultural operations, as well as buildings and equipment considered an asset.
- Excellent interpersonal, verbal and written communication skills.
- Demonstrable integrity and good faith, respect of data privacy and confidentiality.
- Ability to prioritize and respond to multiple incoming tasks in a timely manner.
- Strong computer skills and aptitude to learn in a technologically-evolving workplace.
- Current driver's license with reliable vehicle.

Please forward your resume as soon as possible, in confidence to:

careers@dumfriesmutual.com

We thank all applicants for their interest, but only candidates selected for an interview will be contacted.