



Work Location: **Remote, Jarvis** | Reports to: **COO** | Full or Part Time: **Full Time**

SCOPE:

Nova Mutual Exclusive Agents represent our Team Members, Brokers, Members and Community. They ensure Members are matched with insurance products and services that provide them with exceptional value by building and maintaining a well-performing book of business.

EDUCATION & EXPERIENCE:

- Current OTL or RIBO license.
- Experience can look different for everyone. Are you a current Insurance Agent, an Experienced Insurance Broker or a Sales Professional? Let's chat.

WHAT WILL YOU BE UP TO?

- Provide exceptional service to Nova Mutual members i.e. responding to client queries, conduct needs-based interviews and recommend solutions, conduct care calls, upsell and process renewals.
- Maintain existing and new accounts with endorsements, renewals, new business, and quoting along with building strong relationships with our community partners.
- Identify new clients that need and want you to create insurance solutions to meet their individual needs.
- Develop and foster networks while seeking out new clients through referrals.

- Build trusted, often multi-generational, relationships with individuals, families, business owners and farmers, based on personalized services and advice.
- Present and solicit Nova Mutual products and services based on true understanding of our members' needs and goals.
- Uplift community partners and foster connections by practicing Nova's Values of Courage, Integrity, and Respect.

CORE CAPABILITIES:

- You're a self starter who is motivated to maintain and grow your own book of business.
- You're an excellent communicator and possess an abundance of personal drive and integrity.
- You love a challenge and the satisfaction that comes from achieving goals through working with a high-performing team.
- You approach building and maintaining relationships with a genuine spirit.
- You're an out-of-the-box thinker with a passion for creative problem-solving.
- You see opportunity where others see obstacles.

APPLY TODAY