



**WESTMINSTER**  
MUTUAL INSURANCE COMPANY

## Career Opportunity - Insurance Sales Agent

*At Westminster Mutual, we take pride in our role to protect our neighbours, their families, and their businesses and farms. We have a 167-year history of serving our client-owners that anchors our sense of purpose and shapes our values as an employer. Operating on a foundation of honesty, integrity, and community-based principles, we maintain the highest standards of personal service, never losing sight of the importance of the “Neighbour Helping Neighbour” approach. Minutes from London, Ontario, we offer a work environment that is balanced and family-friendly, no matter what your family looks like.*

### THE OPPORTUNITY

**Westminster Mutual is looking for an experienced Insurance Sales Agent to manage and grow an established book of business.** As the Sales Agent, you’ll build strong relationships with clients, providing tailored coverage solutions for their homes, vehicles, and businesses. Your success comes from a genuine passion for helping people, strong listening skills, and the ability to connect with customers to meet their unique insurance needs.

#### WHAT YOU’LL BE DOING

- 👁️ Provide exceptional service to clients, responding to requests and inquiries in a timely manner
- 👁️ Quote and write new business, collecting all required information and documentation
- 👁️ Collaborate with Underwriters to develop coverage proposals consistent with Underwriting Guidelines
- 👁️ Proactively review renewals and recommend coverage updates
- 👁️ Represent Westminster Mutual at marketing and community events
- 👁️ Build and maintain positive relationships with individuals, families, business owners, farmers and colleagues
- 👁️ Deliver expert advice tailored to customer needs

#### WHAT YOU’LL BRING

- 👁️ Secondary school diploma
- 👁️ 2-3 years’ experience in a Producer / Broker / Insurance agent role
- 👁️ RIBO or OTL License
- 👁️ Familiarity with MS Office – Word, Excel, Outlook
- 👁️ Exceptional communication and relationship-building skills
- 👁️ Self-starter with strong organizational and time-management abilities
- 👁️ Proven customer service focus with high integrity and accountability
- 👁️ Flexibility to adapt to changing priorities
- 👁️ Knowledge of agricultural operations / equipment, an asset
- 👁️ Small to mid-level commercial experience an asset

#### WHAT WE OFFER

- 👁️ A friendly, community-oriented workplace
- 👁️ Comprehensive benefits
- 👁️ Opportunity for hybrid work schedule
- 👁️ Competitive Defined Contribution Pension Plan
- 👁️ Opportunity for variety and growth
- 👁️ Great work-life balance

#### JOIN OUR TEAM!

Interested? Please submit your resume and cover letter detailing your unique qualifications, experience and energy to [westminstercareers@engagehr.com](mailto:westminstercareers@engagehr.com)

*We encourage applications from all qualified candidates and will accommodate applicants’ needs under the Ontario Human Rights Code throughout all stages of the recruitment and selection process. We encourage candidates to make their accommodation needs known so we can offer equitable opportunities.*

For more information about Westminster Mutual Insurance Company, please visit our website [www.wmic.ca](http://www.wmic.ca) or follow us on Facebook, Instagram, or LinkedIn.