

NOW HIRING!

Full-Time Agri-Business Development Advisor

We are currently looking for an Agri-Business Development Advisor. This position reports to the Manager of Branding & Partnerships. In this dynamic role, you will build/maintain professional relationships with Trillium's broker partners and drive profitable growth in our farm line of business.

What Will You Be Doing?

- Driving profitable growth through the quoting, negotiating and binding of new agri-business.
- Working closely to cultivate existing and nurture new broker relationships.
- Trillium Ambassador at broker golf/curling events, broker business functions, industry/agricultural events, often beyond normal working hours within Ontario.
- Manage trade shows with brokers, emphasis on generating sales leads for our broker partners.
- Collaborate with peers to share market intelligence and deliver a consistent broker experience which meets or exceeds broker expectations and needs.
- Facilitate/participate in broker training.
- Work cross-functionally between teams and departments, particularly, Underwriting and Marketing.



Full-Time Agri-Business Development Advisor

Who You Are:

- CIP or FCIP designation, actively pursuing, or willing to obtain.
- Minimum three years' experience underwriting complex farm risks or comparable broker experience.
- In depth knowledge and understanding of the agricultural landscape.
- Commercial underwriting an asset.
- A demonstrated passion for the agriculture community and agri-business.
- Proficient at establishing and maintaining business relationships.
- Exceptional interpersonal skills and excellent oral and written communication skills.
- Consistently a role model with professional behaviour, positive and passionate attitude.
- Ability to work well independently and autonomously with minimal supervision, and collaboratively as part of a team.
- Valid Ontario Driver's License and access to transportation.
- Proficient with various MS office applications.
- Post-secondary degree or diploma required.

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

If you are a high performer who delivers more than what is expected, provides excellent service by understanding customer needs, enthusiastically supports change, shares your expertise, takes responsibility for your own development, who actively seeks new challenges 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 by May 25, 2022. 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 Mutual visit us at our website
www.trilliummutual.com



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