

Advisor, Commercial Lines

Saskatchewan | Reporting to: Sales Leadership

THE ROLE

Our Advisor is an established leader in the insurance industry and the sector niche they serve, understanding their clients needs and business. The primary responsibility of the Advisor is to retain and obtain our organization's Ideal Client in the mid-market Commercial segment. In this role, you will embody strong consultative and proven strategic selling abilities and look for strategic ways to generate new relationships, retain existing ones, and grow current ones. The Advisor is responsible for the overall client experience. The client needs are dynamic and therefore the work in the role involves innovation and creativity in generating solutions to better the client experience.

As an Advisor, you are a Maverick, an innovative, "outside the box" thinker, who is undaunted by failure. The focus of the role is on achieving results which are aligned with the larger picture of the organization and the strategic goals.

- A creative problem solver that is results-focused;
- Innovative and creative focused on achieving results;
- Confident, direct, and poised in your communication style electing to use persuasion and motivation to make plans and reach goals;

WHAT YOU'LL DO:

- Most importantly, you will lead by example, live our values, and drive new business for the company through new business opportunities and expanding sales in existing accounts.
- Be active in leading the growth of the company and managing and maintaining a prospect pipeline.
- Target mid-market commercial segment (small to medium sized enterprises—SMEs) and positively impact the revenue.
- Positively impact the growth of the organization each year by continually growing the book of business.
- Be the client's advisor in risk and insurance and put the client in the middle of everything you do.
- A key emphasis on building rapport and relationships and ensuring that strong long-term relationships are created by providing an industry leading level of support to clients in maintaining their insurance facilities.
- Be active in your networks and your community, doing your part to ensure we have healthy communities and that HK Henderson Insurance's values are demonstrated in the community.
- Identifying and understanding emerging trends within client industries and insurance markets.
- Work in alignment with commercial service team members to provide an exceptional customer service experience.
- Maintain strong clientele relationship.
- Other duties as required.

Local Touch. National Strength.™

HK HENDERSON

NAVACORD®

WHAT WE REQUIRE:

- Insurance industry designations such as CIP, CRM and CAIB.
- Demonstrates a proven track record of success in generating revenue and meeting sales targets.
- Shows proof of new business generation well above the minimum expected.
- Strong business acumen along with a natural sales aptitude.
- Track record of establishing short- and long-term product growth goals, and then executing operating plans to achieve those goals.
- Proven experience of strong consultative and proven strategic selling abilities.
- The emphasis is on results, and effective systems that achieve results through and with demonstrated breadth across insurance and depth within key industry sectors.
- Solid leadership skills, energy, and teaming capability; the ability to lead and motivate, share vision, inspire, and rally colleagues.
- Skills in analysis, problem solving, critical thinking, decision making, teamwork, communication, innovation, and adaptability.
- Proficiency with Microsoft Office Suite.

HK Henderson is actively committed to supporting diversity, equity, and inclusion. We serve and recognize and respect human differences and similarities. We value the diversity of people and actively encourage women, indigenous peoples, members of visible minorities, people with disabilities, and lesbian, gay, bisexual, transgender, and queer (LGBTQ2+) persons to apply.

BUILDING THE GREAT CANADIAN BROKERAGE

Navacord is a leading insurance and risk management brokerage created to keep the Canadian entrepreneurial spirit alive. Led by a passionate and engaged partnership group, Navacord Broker Partners are committed to the success of their clients by delivering expert advice in an increasingly complex world which allows them to face the future with confidence.

4th Largest Commercial Brokerage in Canada

2,000+ Employees

50,000+ Commercial Clients

~\$400mm Revenue

60% Commercial Lines

25% Personal Lines

15% Benefits & Retirement

~\$3 billion Annual Premium

Qualified candidates are invited to email their resume and cover letter to: careers@hkhenderson.ca