

Commercial Insurance Advocate

ALIGNED Insurance is actively looking for detail focused, critically thinking people who are passionate about helping others and want to join a rapidly growing team/organization!

What Makes ALIGNED One Of The Best Places To Work?

- Our culture – Everyone from our Associates to Advocates are gifted ownership in the company each and every year to create alignment and to help everyone enjoy the benefits of being an owner!
- Work From Wherever You Want! – Our systems, operations, processes etc. have always been built to support a work from wherever you want arrangement.
- Always connected and part of a team! - Between interesting and diverse weekly all colleague Teams video calls, treat of the month, virtual and in person team events, wellness, life coach and personal training services available to all colleagues.
- Master of your own destiny – We believe in accountability and merit, which is why every associate has their own set of key performance indicators so your contribution is always recognized and appreciated.

More About ALIGNED:

ALIGNED is for people that believe insurance is more about helping people than maximizing profits. It's an organization that was built to exclusively serve the insurance and risk management needs of Canadian businesses. We want people that are keen to deliver an insurance experience, not just a renewal...

We Want To Discuss You Joining Our Team If You:

- Have over 3 years of Commercial Insurance account management experience, love to win, be constantly challenged and want each day to be different.
- Want to work for an organization that is disruptive, aggressive, growing and fun.
- Have a university degree, college diploma, or have already completed your CAIB, CIP, FCIP, CRM, RPLU etc.
- Are primarily motivated by the satisfaction and joy that comes from helping others.

The Ideal Client Executive For ALIGNED Will Possess The Following Qualifications:

- Post-secondary education, Undergraduate Degree preferred
- More than 3 years of commercial insurance industry experience, broker, account management, account executive experience preferred
- Computer skills – proficient in MS Office, TAM and other common programs
- Excellent customer service and conflict resolution skills
- Excellent verbal and written communication and presentation skills
- Strong organizational and time management skills
- Strong negotiation skills
- Ability to work independently

Commercial Insurance Advocate

Primary Objective/Duties Of An ALIGNED Insurance Client Executive:

- Working to deliver an unmatched customer service experience while reporting directly to the President & CEO who is actively involved in supporting, training and helping all colleagues learn, grow and succeed.
- Develop rapport and relationships through educating and informing clients and prospects on insurance and risk management considerations.
- Accountable for determining prospect and customer insurance needs based on their operations, dealing with customer requests, complaints, all aspects of renewals including securing the best terms and conditions and presenting the best insurance product(s) based on the needs & preferences of the insured.
- Desire to constantly develop and improve soft and technical insurance skills.
- Follows all workflow, procedures and policies when providing customer service.
- Able to accurately identify exposures/risks associated with prospects operations, industry and/or gaps in existing coverage and present risk management and/or insurance solutions to address them.
- Actively participates in all assigned training, meetings and other events.
- Set and meet personal goals to ensure prospect and client needs are met while also providing recommendations, suggestions etc.
- Gather underwriting information from prospects and clients, prepare submissions and secure the best terms available from insurance companies through negotiations.
- Understands their role as a brand ambassador and provides a consistent and positive brand experiences to all prospects and customers.
- Develop relationships with underwriters to ensure timely issuance of quotes, renewals, responses to insured questions while securing best possible terms for prospects and clients.
- Interacts with prospects, customers and all colleagues to build positive and respectful relationships to ensure inquiries about products and services and complaints are handled appropriately.
- A desire to get better each and every day...to achieve mutually agreeable personal, team and company growth targets.

Application Process:

If becoming an ALIGNED Insurance Advocate interests you, please contact us or formally apply by emailing your resume and cover letter to: HR@alignedinsurance.com

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

Applicants must be permanently eligible to work in Canada upon hire. Proof of eligibility may be requested and may come in the form of a copy of a Canadian birth certificate, Canadian passport, Canadian citizenship certificate, permanent residence card or confirmation.