

CAREER OPPORTUNITY



Business Insurance Account Executive

Elmira, ON | Full-Time - Hybrid

POSITION OVERVIEW

Programmed Insurance Brokers Inc. (PIB) a Navacord Broker Partner based in Elmira, ON is searching for a dynamic, motivated individual with strong sales and customer service skills to join our Business Insurance Team.

ABOUT US

Programmed Insurance Brokers Inc. (PIB) is a leading full-service, multi-line insurance, and financial services agency, established in 1980. As a nationally licensed agency with access to a diverse insurance carrier market and investment firms, PIB offers unique insurance solutions and custom financial services that empower our clients with real choices. Our personalized approach, industry expertise, and commitment to integrity have helped us earn and retain our clients' trust and confidence over the years.

No matter how small or how large your insurance or financial planning needs are - whether you have a personal or corporate need - we can help you find an insurance or financial solution that will work for you.

- Wealth Management & Financial Planning
- Commercial Business Solutions
- Group Benefits & Group Retirement Services
- Life Insurance & Living Benefits
- Home & Auto Insurance

RESPONSIBILITIES

- Provide service to an existing book of commercial clients in the assigned territory (program and non-program accounts).
- Achieve new sales of commercial accounts within the territory (program and non-program business).
- Make an onsite visit to every insured program location to complete an annual review and loss prevention assessment.
- Complete annual renewal procedures and re-marketing of accounts when necessary.
- Develop new opportunities and pursue other opportunities provided by PIB.
- Attend corporate functions as required from time to time (occasionally on weekends).
- Follow all PIB service standards.

QUALIFICATIONS

- 3+ years of commercial insurance experience in a sales role
- Self-motivation
- An eagerness to work in a team environment
- Excellent people skills
- Excellent written and verbal communication skills
- Ability to work well under pressure
- Ability to prioritize and organize workload to meet deadlines
- Familiarity with Word, Excel, Outlook
- Experience with Applied EPIC and Policyworks is an asset
- RIBO license or Provincial equivalent is a requirement

BENEFITS AND PERKS

- You will enjoy a very competitive compensation model
- A comprehensive employee group benefits package (health, dental, disability, life and travel)
- Profit sharing and company pension
- Flexibility within the role, hours, and office locations
- Wellness Programs and Social Committee to provide team, family and individual collaboration and culture around strategic goals, fun, wellness, health and lifestyle
- Committed to diversity, equity and inclusion

APPLY NOW

PIB is an innovative leader in the insurance industry. Our head office is in Elmira, ON, with subsidiary offices in London and Chatham, ON, Bedford, NS, and Edmonton, AB. Learn more at: www.pib.com

We'd like to hear from you: [APPLY HERE!](#)

As 'owners serving owners' we are passionate about providing attentive service and helping our clients manage the complexities of risk in rapidly changing times.

Our expert advisors deliver trusted insurance and risk management advice anchored in a deep understanding of our client's business.

Our professional team is committed to making a difference in the communities they serve.

Navacord - 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.

- ✓ 2,000+ Employees
- ✓ 50,000+ Commercial Clients
- ✓ ~\$400 Million Revenue
- ✓ ~\$2.5 Billion Annual Premium
- ✓ 60% Commercial
- ✓ 25% Personal Lines
- ✓ 15% Benefits

Navacord is actively committed to support diversity, equity, and inclusion. We serve, 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.