

With over 145 years of property & casualty insurance experience, Heartland Farm Mutual strives to be the Best Farm Mutual. Heartland offers automobile, property and farm insurance to more than 50,000 people in Ontario and Nova Scotia. We are courageous. Our team is talented and dedicated, challenging the norm and striving to be better every day. People come first at Heartland. As a result, our focus is on relationships. It's all about delivering a genuine customer experience. We have a team of solution-oriented problem solvers providing expertise on our home, farm, commercial and auto products. We are currently recruiting for the role of:

Business Development Specialist – Waterloo, Ont. or Berwick, NS

What you will do...

- Play an active role in managing existing broker relationships, provide a primary point of contact for brokerage CSRs and act as an IT liaison for Broker Management System related matters.
- Support the deployment of Heartland's products, services and technologies
- Support the achievement of system adoption rates by managing broker escalations and delivering product, systems and technology training
- Support the Business Development Manager executing Heartland's distribution strategies to achieve profitable growth
- Collaborate across Heartland functions to deliver a consistent broker experience which exceeds broker expectations and needs.

What you will bring...

- University degree in any discipline, or College diploma in a relevant discipline
- 5 years of P&C experience, including 2+ years in a broker-facing P&C role e.g., Underwriting, Business Development, etc. (preference given to applicants with prior knowledge and understanding of Broker operations or work experience in a sales or marketing capacity)
- CIP designation, or actively pursuing (additional designations an asset e.g., FCIP, CSP)
- Valid driver's license with a driving record acceptable to the company
- Exceptional customer service, verbal and written communication skills.
- Experience delivering training and presentations, group facilitation, negotiating and bilingualism needs analysis an asset
- Strong ability to influence and effectively negotiate with stakeholders.
- Proficient in MS Word, Excel and PowerPoint.
- Able to travel for work, including overnight stays, as appropriate.

What we offer...

- A company that truly values integrity, respect, professionalism, transparency, forward thinking, community and environment.
- Ongoing skills development with subsidies for tuition and professional accreditation.
- A defined Incentive Plan where commitment to excellence is financially rewarded.

If you have the qualifications we are seeking and would thrive in a work environment where you are valued and respected, please apply on the company website:

<https://can61.dayforcehcm.com/CandidatePortal/en-US/heartland/Posting/View/632>

Accommodations are available on request for candidates taking part in all aspects of the selection process. (Only qualified candidates please. No phone calls. No agencies.)

A Place Where YOU Can Make a Difference! Proudly Canadian. Mutually Owned.