



Insurance Sales Agents – Join Our Team Today!

The Howard Mutual Sales Team is growing! Howard Mutual Insurance Agents share a proud 125 year history of providing insurance industry solutions to our policyholders throughout the Chatham-Kent and surrounding area. The Ridgetown head office with a Sales Branch in Blenheim are located in Southwestern Ontario and a short distance from the cities of Chatham, London and Windsor.

Reporting to the Business Development Manager, Howard Mutual Insurance is recruiting for new Sales Agents to join our team. This opportunity will appeal to a self-motivated, enthusiastic individual with proven sales experience who has the capacity to develop and build relationships. If you are the right person for our team, we will find the right office that suits your needs to succeed in the role.

What to expect in the role:

- Sales, service and profitable growth of personal, commercial and farm lines insurance products
- Advise and recommend coverages and policies that best meet client needs
- Prospect and cross sell by identifying and recommending additional products/services that benefit the client
- Complete front line risk assessment and selection following underwriting guidelines
- Identify which risks require inspections and re-inspections. May be required to complete inspections.
- Achieve individual goals for client service, sales, quality and productivity
- Respond to client questions, concerns and resolve customer complaints in a timely fashion
- Strong attention to detail and a sound work ethic
- Regular office environment. May be required to work flexible hours to meet the needs of the client.

Qualifications:

- General Insurance License (OTL) or RIBO License with ability to meet all provincial-licensing requirements in order to obtain and maintain all licenses (preference given to licensed candidates)
- 2-5 years of previous sales and service experience or related business experience is preferred
- Knowledge or experience with selling techniques is preferred
- Knowledge of property and casualty insurance products is an asset
- Skilled in communication (verbal and written), organization, time management, client service, decision making
- Candidate must be comfortable in with technology including proficiency with Microsoft Office.
- Must have valid driver's license and/or the means to travel outside the office as required.

Apply Today

Qualified candidates are invited to forward their resumes in confidence to Human Resource via email to: hr@howardmutual.com.

HOWARD MUTUAL INSURANCE COMPANY is a well-established, progressive, local mutual insurer providing residential, farm, automobile and commercial products. We offer a rewarding team environment. We believe in supporting our community, ongoing training and development opportunities, as well as providing a competitive compensation package.

We thank all applicants for their interest however only those considered for interview will be contacted. Appropriate accommodations will be provided upon request throughout the recruitment and employment processes as required under the Accessibility for Ontarians with Disabilities Act (AODA).