



PARAMOUNT
INSURANCE

Commercial Producer

Job Description

The purpose of this role is to retain our brokerage's ideal client and to provide an exceptional level of customer service. To continue to challenge clients to think differently about the way they manage personal risk, and to give them a reason why they should continue to do business with our organization. Client's success, personal relationships and trust is the driver of your customer service, through this you will obtain referrals to grow the book of business. We want a team member who takes control of their future by owning their training. You will have mentors and support however you will be required to get up each day and initiate your own development and communicate upwardly about the results, activities and needs.

Qualified prospects are expected to meet the following criteria:

Top 5 Results

1. Sell at least \$100,000 in revenue each year
2. Sell in a manner that will create long term relationships with our clients and a high-level value proposition. Retaining a minimum of 93% client revenue annually.
3. Quantify the results of working with our organization to every client.
4. Be a challenger in the methods of selling: teach, tailor, take control.
5. Immerse into the community through networking, associations or any way relevant to your niche.

Unique Talents

- Networker
- Driven to effectively challenge the prospect/client to improve through working with our brokerage
- Ability to connect with people and connect communities of people
- Intelligent:
 - Business acumen & Industry acumen (in one or more areas: oil and gas, farming, construction, trucking, restaurant, commercial development, etc.)
 - Learn: acquisition, retention and use of knowledge
 - Recognize: identify possible risks and problems in the client's business that need to be addressed
 - Solve: come up with useful solutions to risks and problems you have noticed within the client's business or coverage
- Exceptional:
- Look and act peer to peer with our clients
- Exceptional communication skills
- Passion for teaching
- Engaging and effective presentation skills
- Understand how to identify the clients value drivers - The Clients WHY



PARAMOUNT
INSURANCE

Commercial Producer

Job Description

Values

- Integrity
- Intense customer focus
- Driven to bring values to others
- Love to compete
- High business acumen - staying current
- Intelligent: visual, verbal, logical, inter/intrapersonal, practical, business and industry
- Time - Evidenced by the ability to manage it and get paid for it
- Client relationships

Education

- Level 1 AIC designation minimum & CAIB or CRM or CIP
- Enrollment or future enrollment in Canadian Risk Management Designation

Being an insurance producer means you will be consulting with business owners, educating them about risk management and insurance. You will be providing education on how/why their general business affects their insurance and ways to mitigate against risk. You will also be in the business of networking yourself and your clients, the better they are doing - the better you are doing.

You need to have a broad understanding of insurance however you will also need to cultivate a broad understanding about various industries. A willingness to learn and more importantly to be taught by mentors and the business owners is paramount to your success. From there, you will provide value added services targeted to their business: best practices, consulting, education, communications, public relations, networking, retirement strategy, onboarding and hiring, sales, technology, environmental. All aspects of the business could affect a client's exposure to risk, which leaves them liable to insurance claims, an increase in premium and loss in business. The best way to keep our clients protected is to turn their knowledge into success.

You are required to have your level 1 AIC license and we believe that a Certified Risk Management designation is a necessary tool for a quantifying risk variables and being a Paramount Insurance Commercial Producer.

We accept entry-level/internship placements as well as associate positions.

This position will be commission based - so, come hungry.

Forward a cover letter and resume with references to wrichter@paramountinsurance.ca - only successful candidates will be contacted.