



March 1st, 2023

Seeking: COMMERCIAL ACCOUNT EXECUTIVE

Start: IMMEDIATE

Are you ready to move from an Account Manager to an Executive?

We want a Commercial Account Executive who takes control of their future, strives to earn, learn & wants more, *NOW*.

Hustle for your future, while challenging prospects to think differently about where and how they manage risk.

Paramount Insurance is a purely independent, locally owned, and operated insurance brokerage that has been in the business of caring about people since 1994. Join our team & share our [Paramount PEAK Process](#) with your community.

PROTECT clients, by having them **EDUCATE you** on their risk & business, complete a full risk **ASSESSMENT** & share your **KNOWLEDGE**, empowering them to create the best insurance program for their business (...not ours).

What you will be doing:

- Account management of existing book
 - o Face to face meetings
 - o Renewal Reviews
 - o Book maintenance
- Captive Insurance training
- Community Involvement (
- Focus on procurement of new clients (producing/executive)
 - o Establish your niche
 - o Establish Year 1 Targets
 - Prospects: TBD
 - New business revenue: \$100,000
 - Retention: 95%
 - o Execute
- Leadership training

What you will bring:

- Ability to stay calm under pressure & resist stress
- Adaptability
- Advanced social skills (strong communicator & active listener)
- Business Acumen
- Confidence
- Detail oriented
- Drive
- Enthusiasm for problem-solving
- Friendliness
- Heart
- Hustle
- Insurance Acumen

What we can offer:

- 110% support in your continued growth & success
- Autonomy
- Advertising & marketing materials created for you (where, who & what you offer)
- Benefits
- Booth at AgriTrade
- Commissions (15-25% on new business & subsequent renewals)
- Double charitable giving
- Education support & bonuses
- EPIC
- Established book to take over & grow
- Health spending account
- Leader of Sales department within 3 years
- Partner in Paramount within 5 years
- Starting salary

Please send all resumes to wrichter@paramountinsurance.ca