

### **Position: Account Executive**

Come start your career with us! Here at New World Insurance, we are committed to the growth and development of our employees. We offer a competitive compensation package, rewarding work and a casual 'dress for your day' environment. We are proud to say that New World is passionate about taking care of our customers and our employees.

### **The Position:**

We have an opening for a Producer to join our insurance team to market both Personal and Commercial policies. You have the flexibility to work on the road, from your home and in the office. We have locations in Markham and Mississauga to support you.

### **What you will be doing:**

- Sell commercial and personal line insurance policies
- Develop and maintain a prospect list
- Build and maintain excellent customer relationships, including visiting customer sites
- Keep abreast of market knowledge, products, and pricing issues and opportunities
- Prepare proposals, and arrange for account placement with the insurance carriers
- Gather and document relevant information to ensure the customer receives the appropriate coverage's and service
- Maintain good quality in the book of business by adhering to underwriting rules and good business practices
- Arrange payment terms for business sales and the timely collection of payments

### **What you bring to the table:**

- High school and/or post-secondary education
- Valid Ontario Driver's License
- RIBO License is required
- 5 years' insurance sales experience preferred
- Excellent customer service and sales skills
- Exceptional interpersonal and communication skills
- Bi-lingual English and Cantonese and/or Mandarin required

### **What's in it for you:**

- Commitment to your growth and development. Paid training, exam fees and license registration
- Flexibility in how and where you work
- A competitive compensation package. Base salary + unlimited commission
- A casual 'dress for your day' environment

Please submit your application and CV to [adam.keung@newworldinsure.com](mailto:adam.keung@newworldinsure.com)

We thank all applicants for their interest, but only those selected for an interview will be contacted.

New World Insurance is committed to providing an accessible environment. Accommodations are available on request for candidates taking part in the selection process.

Mississauga Office Address: 1140 Burnhamthorpe Road W, Suite 300, Mississauga, ON, L5C 4E9