

Position:	Senior Broker	Branch:	Toronto
Department:	Broking	Status:	Full Time
Reports To:	Director, Broking	Direct Reports:	None

Reporting to the Director of Broking, you play a key role in developing and retaining business for our Commercial clients. The candidate will have strong technical insurance expertise, negotiating skills, and able to build long term relationships with insurance underwriters.

Major Responsibilities:

1. Provide accurate and timely quotation terms and conditions for Account Executives to increase and retain client business.
2. Co-ordinate and develop marketing initiatives for clients, which includes negotiating terms for new and renewal business.
3. Support the growth of Commercial lines business using traditional marketing initiatives.
4. Work with the Director of Broking and key stakeholders in developing and executing insurance marketing strategy.
5. Review wordings and policy conditions.
6. Effectively build new relationships and maintain current relationships with insurance carriers to properly place business.
7. Provide expert technical insurance advice to Account Executives, Account Managers, and IBU staff in order to increase sales.
8. Prepare and analyze reports in order to provide accurate and relevant broking business intelligence.
9. Act as a Primary liaison between insurers and Account Executives
10. Obtain the most favorable terms on new business and renewals re-markets to increase new business review and improve account retention

Qualifications:

1. Post-secondary diploma/degree; preference in business/insurance
2. RIBO licensed, CRM, or CIP
3. 8+ years' experience in commercial marketing/underwriting/broking role within a brokerage
4. 8+ years in the insurance industry, dealing with mid markets and commercial accounts.
5. Proficient in Microsoft Office – Outlook, Word and Excel
6. Strong communication and multi-tasking ability

Qualified candidates are encouraged to apply by submitting your cover letter and resume to careers@pblinsurance.com. To be considered, you must quote **job #T18-04**