

# Insurance Advisor – Zurich, ON

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## Who We Are

Axiom Mutual Insurance Company is a proud leader in the Ontario Mutual Insurance industry. As a Mutual insurer, we are Member-owned and pride ourselves on serving our Members with customer service that is second to none. We believe in providing our Members with peace of mind – properly insured.

## Opportunity

We are searching for a self-starter who is seeking a long-term commitment to build and maintain a profitable book of business. At a glance, the incumbent will be responsible for developing mutually beneficial relationships with prospective and existing Members, enabling business development activities, and enhancing the ultimate Member experience.

Reporting to the Director, Member Experience the successful candidate will prioritize Members' interests, providing advice that is suitable and beneficial for the Members' financial situation while also considering the best interests of the Axiom Mutual Membership as a whole.

## What You Will Be Doing

- ▲ Soliciting and following through on the generation of leads, referrals, and new business
- ▲ Developing accurate quotes, obtaining additional information and providing clarity as needed
- ▲ Acting as a trusted insurance Advisor to retain quality business
- ▲ Maintaining accurate, timely, and complete electronic records of Member interactions in our systems
- ▲ Engaging with Members in times of crisis, acting as an advocate when needed
- ▲ Identifying risk management opportunities with Loss Prevention to reduce potential exposures

Trust

Passion

Community

Agility

## Candidate Profile

- ▲ Post-Secondary education
- ▲ Working knowledge of Property & Casualty insurance
- ▲ Strong Interpersonal skills
- ▲ High attention to detail
- ▲ Customer-centric approach to problem solving
- ▲ Active FSRA Agent or RIBO Broker license or in progress
- ▲ Sales/Marketing experience (preferred)
- ▲ Agriculture industry knowledge is an asset
- ▲ Community involvement is an asset

## Compensation

The expected base salary range for this position starts at \$60,000 plus commission. At Axiom Mutual we are committed to pay equity. The actual salary will be determined based on factors including, but not limited to, market conditions, relevant experience, job related knowledge, skills, abilities, qualifications and education.

## What We Offer



Performance  
Based  
Compensation



Career Growth



Affordable  
Communities



Paid Training  
Opportunities



Pensions &  
Benefits

*Axiom Mutual Insurance Company is an inclusive employer. We believe in hiring a diverse workforce and sustaining an inclusive, people-first culture. We encourage applications from all qualified candidates and will accommodate applicants' needs throughout all stages of the recruitment and selection process. We encourage candidates to make their accommodation needs known so we can provide equitable opportunities.*

*In compliance with Ontario Employment Standards, Axiom Mutual may use AI in its hiring processes.*

## How to Apply

Interested candidates are encouraged to submit their resume and cover letter detailing their unique qualifications and experience to [careers@axiommutual.ca](mailto:careers@axiommutual.ca).

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