

ASSOCIATE ADVISOR, P3

LloydSadd
INSURANCE BROKERS



EDMONTON or CALGARY | Reporting to: President & CEO

POSITION OVERVIEW

Do you have the drive to learn, develop, and ultimately become an equity shareholder? Our Producer to Partner Program (P3) is designed to train and develop new sales talent, enhance their insurance knowledge, and effectively build relationships to grow our business and your network! As an Associate Advisor you'll join a two year, on-the-job training program for qualified, sales-focused professionals in the early stages of their career.

RESPONSIBILITIES:

- Become familiar with our systems, processes and service portfolio's
- Attend industry-leading seminars.
- Liaise with both clients and underwriters to provide exceptional customer service to our clients
- Set performance objectives and tailor development plans
- Generate revenue by identifying new business opportunities and acquiring new business for the company
- Expanding sales in existing accounts by introducing additional solutions and services
- Ensuring that strong long term customer relationships are created by providing an industry leading level of support to clients in maintaining their insurance facilities
- Maintaining a current knowledge base of clients business and emerging trends
- Learning and understanding key industry sectors.

REQUIREMENTS:

- Strong business acumen along with a natural sales aptitude and experience
- University Degree or equivalent
- Insurance exposure preferred
- Willing to invest time in extensive training and must be able to obtain your General Insurance License and towards an industry related professional designation.
- Advanced skills in Outlook, Excel, Word

Qualified candidates are invited to email their resume and cover letter to: hr@lloydsadd.com.



Lloyd Sadd is actively committed to support diversity, equity, and inclusion. We serve and recognize and respect human differences and similarities. We value the diversity of people and actively encourage women, indigenous peoples, members of visible minorities, people with disabilities, and lesbian, gay, bisexual, transgender, and queer (LGBTQ2+) persons to apply.