

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 proven 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 looking to transition into a new industry and build their insurance career.

RESPONSIBILITIES:

- Be an avid learner and develop breadth across insurance and depth within key industry sectors;
- 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
- Be active in leading the growth of the company and managing and maintaining a prospect pipeline;
- Ensuring that strong long term customer relationships are created by providing an industry leading level of support to clients in maintaining their insurance facilities
- Become familiar with our systems, processes and service portfolio's
- Maintaining a current knowledge base of clients business and emerging trends

REQUIREMENTS:

- Willing to invest time in extensive training and must be able to obtain your General Insurance License and work towards an industry related professional designation.
- Strong business acumen along with a natural sales aptitude and at least 5 years experience of strong consultative and proven strategic selling abilities;
- University Degree or equivalent experience;
- A well-defined sense of diplomacy and business acumen;
- Skill in analysis, problem solving, critical thinking, decision making, teamwork, communication, innovation, and adaptability;
- Proficiency with Microsoft Office Suite.

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.