

Broker Commercial Lines

LloydSadd
INSURANCE BROKERS



EDMONTON & CALGARY | Reporting to: Director of Broking

POSITION OVERVIEW: The Broker is responsible for reviewing risks and executing strategic market approaches and placement of accounts in the insurance marketplace on behalf of the commercial service teams. The positional objective is to ensure that clients handled by the Broker receive effective technical, risk, product, and market advice, and that optimized solutions are negotiated and offered backed by the most appropriate carriers at competitive premiums. By satisfying the risk-based goals of clients, the Broker will have both a direct and indirect impact on the growth and success of those clients and Lloyd Sadd.

RESPONSIBILITIES:

- Promote growth of book by supporting new client acquisition through delivery of specialized placement, technical and market expertise
- Stimulate sales through client education and placement of key new coverage lines for existing clients
- Achieve and maintain retention of the assigned renewal book
- Develop effective advance renewal strategy and manage renewal process for major clients in all branches
- Participate actively with Senior Brokers or other Account Team members with strategic placement discussions
- Assist with improving processes for the critical file pre-work with service teams
- Contribute to ongoing improvement of Lloyd Sadd's Strategic Marketing Process.

REQUIREMENTS:

- A minimum of 3-5 years' progressively responsible experience in an Underwriting, Broking, Loss Control, Risk Management, Business Development, or Client Executive role within the Insurance Industry or a related industry
- A valid Alberta Insurance Council (AIC) Level 1 or Level 2 Insurance license
- Working towards, or successful completion of, one or more of the following industry or speciality designations: CIP, FCIP, CAIB, CRM, CRIS; or their equivalent in other jurisdictions
- Strong communication, presentation, and negotiation skills, including ability to explain proposal documents to colleagues or clients with a high degree of technical proficiency

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.