

# SENIOR ADVISOR

LloydSadd  
INSURANCE BROKERS

NAVACORD®

## EDMONTON or CALGARY | Reporting to: President & CEO

### POSITION OVERVIEW

Do you have the drive to learn, develop, and ultimately become an equity shareholder? Our Senior Advisor is an established leader in the insurance industry and the sector niche he or she serves, understanding the business including risk and financial impacts important to their clients. The Senior Advisor will look for strategic ways to generate new client relationships while retaining and growing current clients. They will also provide strategy, guidance, and mentorship to the Client Service Teams.

### RESPONSIBILITIES:

- Your primary responsibility is to drive new business for the company through new business opportunities and expanding sales in existing accounts;
- Be active in leading the growth of the company and managing and maintaining a prospect pipeline;
- Ensuring that strong long term relationships are created by providing an industry leading level of support to clients in maintaining their insurance facilities;
- Identifying and understanding emerging trends within client industries and insurance markets;
- Working in alignment with Commercial Service Team Lead and internal service team members to provide an exceptional customer service experience;
- Accountability of client insurance program including all recommendations not and gaps in coverage reviewed;

### REQUIREMENTS:

- Strong business acumen along with a natural sales aptitude and at least 7 years experience of strong consultative and proven strategic selling abilities;
- University Degree or equivalent experience;
- Demonstrated breadth across insurance and depth within key industry sectors;
- 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](mailto: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.