

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:

- Build strong business relationships with our underwriter partners for the mutual benefit of all three parties: Clients, Lloyd Sadd and Insurer;
- Enhance their expertise in all aspects of insurance technical skills, such as coverage, wordings, business risk and market intelligence;
- Participate in the strategic placement discussions with commercial teams;
- Presentation of expertise, capabilities and technical information to clients;
- Liaising with the Account Administrators, Account Assistants and Account Managers to ensure all information is updated and accurate;
- Ability to understand business risk and the connection between client operations and insurance. Translate that knowledge into a working submission for placement into the market;
- Leverage business relationship to successfully negotiate preferred terms for our clients;
- Follow the Lloyd Sadd placement processes, timelines, minimum coverage standards and commission requirements;
- Provide regular reports on activities, wins and losses in the market

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.