

# DIRECTOR OF BROKING

LloydSadd  
INSURANCE BROKERS



**EDMONTON or CALGARY | Reporting to: Chief Operating Officer (COO)**

## POSITION OVERVIEW

Reporting to the COO and the Executive Team, The Director of Broking has leadership-level responsibility for Market Strategy, Placement Strategy, and Broking Team Management, as well as tactical and functional execution responsibilities around supporting specific strategic client engagements.

As a member of the Leadership Team, the Director of Broking also actively influences and participates in the execution of overall corporate strategy.

By satisfying both the strategic market relationships and overseeing the Broking team, the Director of Broking has a direct impact on the strategic growth and organizational profitability of Lloyd Sadd by enhancing the image of Lloyd Sadd and its employees as the best and most skilled professionals in the insurance marketplace. The Director of Broking provides influence on markets to improve access to capacity, and helps develop all team members at all levels of the organization through education and socialization of both technical expertise and soft skills.

## WHAT YOU'LL DO

### Corporate Strategy

Influence and refine, communicate and execute on specific elements of annual and three-year corporate strategic plans as determined and updated by the Executive Team.

### Market Strategy and Placement Strategy

Plan, develop, oversee, and manage market relationships and placement strategies at the market leadership level and ensuring these strategies are executed effectively and communicated clearly throughout the organization, relative to the needs of the book of business and in keeping with other strategic and tactical goals and objectives of the organization. Develop and enhance placement capabilities by cultivating new markets and developing new products and product approaches.

### Broking Team Management

The Broking Team ensure that both new and existing clients within a defined bandwidth receive cutting edge specialized technical, risk, product, and market advice, and that optimized solutions are being actively negotiated the most appropriate carriers and delivered to clients in a consistent and competitive way. Members of the Broking Team reporting to the Director work with Senior Advisors and Service Teams to successfully place accounts using both traditional insurance and non-traditional risk transfer solutions. Where necessary and required, the Director of Broking will participate directly on key client engagements and key market engagements.

## REQUIREMENTS:

- Strong depth and breadth of commercial and personal insurance experience required
- Level II license required
- One or more of the following: CIP, FCIP, CAIB, CRM, FRM or CRIS designation(s) preferred
- Superior organizational skills and ability to prioritize and manage multiple workflows, and delegate work effectively
- Top-flight communication, presentation, and negotiation skills, including ability to seamlessly pivot from strategic level discussions to tactical level discussions
- High-level multidisciplinary problem solving skills, including the ability to act with an appropriate sense of urgency to make decisions, overcome obstacles, and achieve objectives within an agreed timeline
- Advanced skills in Outlook, Excel, Word, Microsoft Teams; and the ability to learn Broker Management System software (EPIC) as needed

**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.