

Westland Insurance Group Ltd. operating as Dick Agencies has an exciting opportunity for an **Insurance Advisor** in our **Brandon, MB** office. Do you love to talk about insurance and provide exceptional client service? If so, you will love working for Westland! We are looking for a career minded individual who is focused on growing their insurance industry knowledge and experience.

What we offer:

- Competitive Base salary
- Comprehensive medical and dental benefits
- Diverse mix of staff and demonstrated work/life balance
- Career growth opportunities and continuing education programs

The opportunity:

The **Insurance Advisor** is an integral part of a team and will be the first point of contact for clients.

In this role you will:

- Engage with clients to determine their needs and provide expert advice to ensure the best coverage for them
- Promote retention of existing clients by providing quality customer service
- Rate new and renewal business utilizing basic knowledge of underwriting principles
- Review and analyze personal sales volumes for improvement opportunities
- Maintain and manage a book of business and strong customer relationships through proactive contact via phone, letter, and email
- Develop new business opportunities by securing expiry dates and cross selling
- Manage and process renewals on a timely basis and maintain high levels of client retention
- Support clients in the claims process

Here's what you bring:

- Insurance Broker Level 1 license required
- Previous personal lines, auto and home insurance experience required
- Demonstrated experience in a sales or customer service environment
- A natural ability at building authentic customer relationships and functioning as part of a team

- High level of motivation, excellent time management skills, and the ability to multi-task
- Demonstrated ability to maintain confidentiality and to exercise discretion
- Strong work ethic without sacrificing your ability to have fun on the job

Please apply through the job posting link below:

<https://can60.dayforcehcm.com/CandidatePortal/en-US/westlandcorp/Posting/View/1100> or contact us at jobs@westlandinsurance.ca