

# COMMERCIAL LINES ADVISOR

SASKATCHEWAN | REPORTING TO: Senior Advisors



## POSITION OVERVIEW:

Are you interested in joining a locally owned company with national reach and endless career opportunities, a company anchored in rich values with a commitment to community? Are you passionate about doing what is needed, to ensure your clients are well cared for? Looking for a company and leader who feels the same and is ready to do what is needed to enable you to be successful?

## THE IDEAL CANDIDATE WILL:

- Target mid-market commercial segment (small to medium sized enterprises—SMEs) and positively impact the revenue growth of the organization each year by continually growing the individual's book of business.
- Be the client's advisor in risk and insurance. Put the client in the middle of everything you do.
- Proactively manage relationships by understanding the needs of your clients and know their business best.
- Be personally satisfied with building market share by providing the best solutions to our existing and new clients.
- Deliver results by building your book of business. Build a business within the business.
- Be invested in ensuring their skills and knowledge are constantly evolving and maturing by actively participating in training and development opportunities.
- Be active in your networks and your community, doing your part to ensure we have healthy communities and that Henderson Insurance's Values are demonstrated in the community.

## UNIQUE CHARACTERISTICS AND TALENTS:

- Natural networker and connector
- Digs into the problems of others for the purpose of helping
- Loves to present concepts to individuals and groups
- Places the win a very high priority
- Goal setter
- Understands the unique makeup of a high performing individual on a high performing team—team athletics background

## VALUES:

- Empathetic
- Consistent
- Flexible
- Filled with conviction
- Driven by the desire for constant improvement

*We are committed to providing accommodation upon request for applicants and employees with disabilities. If you require accommodation, we will work with you to meet your needs.*