



NORTH CITY
INSURANCE BROKERS

North City is Now Hiring!

Business Development Manager – First Responder Group Home and Auto Programs

North City Insurance Brokers have been servicing the insurance needs of First Responders for over 40 years. We are looking for someone who is familiar with the First Responder community to promote North City as the broker of choice. The successful candidate will focus on selling and servicing the home and auto insurance needs for Paramedics and Fire Services by providing great insurance products and competitive rates.

This would be an ideal position for a family member of a First Responder who is a professional, outgoing, relationship oriented individual. The role is responsible for growing our volume of business in this sector.

Position Description

- Accountable for marketing North City as the broker of choice for personal insurance for First Responders
- Relationship management with First Responder associations
- Attendance at events such as hockey tournaments, golf tournaments and Trade Shows within Ontario
- Onsite visits to locations as permitted
- Assist in the development of marketing material in collaboration with General Manager and Marketing Manager
- Assist in development of growth strategies including digital marketing

Preferred experience

- Customer service
- Sales and marketing
- Developing and delivering professional presentations
- RIBO (Registered Insurance Broker of Ontario) License or knowledge of car and home insurance an asset

Attributes

- Driven to provide service excellence
- Outgoing personality
- Self-directed
- Sales driven
- Must be willing to get RIBO license within 24 months
- Must have a car

Compensation - \$60K plus bonus on volume of business written

This position involves travelling to First Responder locations an average of 3 days per week with the remaining days in office at 290 Rowntree Dairy Road, Woodbridge, Ontario

Send Your Resume Via E-mail to mgrant@northcity.ca