

Looking for someone amazing to join our team

Business Development and Relationship Manager – Group Programs

North City have been servicing the insurance needs of First Responders for over 40 years

We are looking for someone who is familiar with the services provided by First Responders to promote our brokerage and the great insurance products and rates we offer.

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 business in our First Responder and Professional Association Groups.

Position Description

Business Development Manager Group Programs

- 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