



JOB POSTING

Position: Group Benefits Consultant

Location: Woodbridge

Division: Life & Health

Reports to: Director, Life & Health

Summary: We are looking for a people-oriented individual who can develop strong relationships with clients and sell a wide range of life, health and disability insurance solutions with a special focus on employee group benefits. Sales experience is required, and you must hold a valid life insurance license.

Duties:

- Renewal presentations to clients
- Sole representative for our association clients
- Visiting client locations
- Preparation of renewals
- Assessing clients needs and providing solutions

Skills:

- Minimum Grade 12 with excellent language and grammar skills
- Strong interpersonal and organization skills
- Prospecting – inbound and outbound cold calling
- Servicing and managing existing client base
- Respond to customer enquiries
- Deliver sales presentations consisting of insurance products
- Demonstrated problem solving and analytical skills. Being solution oriented and able to effectively make recommendations based on client needs
- Strong knowledge of group benefits – understand different type of employer groups
- Understanding current market trends
- Persons driven to quality customer care

Service Standards:

The incumbent of this position is required to complete tasks assigned to the position within the established service standards.