

Exciting Opportunity at Cornerstone!

We are currently recruiting for an Account Executive – Signature Club (VIP) Account Management position at our Woodbridge location.

This is a new position to Cornerstone. The Account Executive - Signature Club will be responsible for prospecting new Signature Club members, as well as building relationships with our existing high net worth clients, ensuring that they are informed of all available insurance options and providing them with solutions to protect their assets. Cornerstone has also recently joined with Canada BrokerLink (Ontario) Inc.

Main job duties:

- Work with the Executive Team at Cornerstone to implement strategic sales and marketing plans to meet or exceed annual budget expectations for year over year growth
- Grow the existing client base by establishing relationships with existing high net worth clients, analyzing their existing coverages and providing guidance and suggestions to enhance coverages, ensuring all needs are met
- Develop new business pipeline by compiling a list of prospects using referrals and groups, conducting outside and inside sales calls and seeking outbound sales opportunities
- Collaborate with other departments (Life and Health, Commercial Lines) to mine existing client base, explain the benefits of Signature Club clients and ensure warm transition through the referral process
- Identify Signature Club value add benefits to complement existing suite of products/services
- Advocate on behalf of clients to ensure client satisfaction and retention
- Attend company sponsored events including trade shows, conferences, industry and networking events

Requirements:

- RIBO license active and in good standing
- Excellent knowledge of personal lines insurance products (especially Aviva Ovation, GCNA, Chubb)
- Prior experience with high net worth client relationship management
- Keep current with industry trends, demands and competition
- Strong interpersonal and organizational skills
- Goal oriented and driven with experience in achieving sales goals in competitive environments
- Superior customer service skills

We thank all candidates for their interest in this position, however only those selected for an interview will be contacted.

We are committed to providing an accessible and inclusive environment. If you require any accommodations, please consult with our HR Team.

If you are interested in joining our team, please submit your resume to our Human Resources department via email, at hr@csib.org