

Job description

Insurance Advisor

To apply:

Email CV/resume & cover letters to careers @bcminsurance .com before the deadline of August 16, 2024.

About us

BCM (Bertie & Clinton Mutual) Insurance Company is a thriving member of the Ontario Mutual Community, serving the Niagara and Surrounding areas. Our office is based in Welland, Ontario and was formed in 1880 to service farmers in the fire insurance landscape. BCM has seen substantial growth since its inception and has seen several rebrands over the Company's history.

OUR CORE VALUES: Trust, Kindness, Service and Professionalism, and these form and guide our organization.

OUR MISSION: To ensure kind and professional service within our communities, by building trust, while respecting our legacy.

OUR VISION: To provide the best insurance experience by protecting our communities through trust, respect, and mutuality.

We are professional, agile, dedicated and our goal is to Provide the best insurance experience by protecting our communities through trust, respect and mutuality. We value our People, and they are one of our top priorities, we are recognized as a **Great Place to Work Certified** Company and we have made a commitment to the **Ontario Living Wage Network**.

Our work environment includes:

- Modern office setting
- Growth & Training Opportunities
- Community Volunteering
- Active Social Committee
- Thriving Culture
- Social Responsibility Commitment

- Community Grant Program

With a commitment to personalized service, we offer insurance products covering home, auto, farm and commercial, all handled by our team of dedicated Insurance Advisors. At BCM, we're not just about insurance—we're about fostering lasting relationships with our policyholders. We are on the lookout for a new member to join our fast-growing team!

The Role

Are you an energetic and customer focused individual? Your role will be an intricate part of the customer service and sales team.

As the Successful Candidate, you will:

- Develop, grow and maintain strong relationships with policyholders.
- Perform risk assessments and recommend coverages accordingly.
- Identify and cater to the changing insurance demands of policy holders.
- Grow and develop a book of business through ongoing prospecting and referrals.
- Demonstrate an ongoing commitment to expand your insurance knowledge.
- Work in a collaborative team environment with all BCM departments.
- Leverage our leading-edge technology platform.

Your Skills and Qualifications:

- A super positive attitude and strong organizational skills
- Demonstrated effectiveness in sales or service-related roles.
- A hunger to grow and develop a long-term career in the industry.
- Excellent interpersonal and communications capabilities
- A relevant post secondary educational or life experience
- An OTL or RIBO licence, or we'll help you get one.

Join Our Team!

We thank all candidates for their applications. Only those to be interviewed will be contacted.

BCM Insurance is committed to providing accommodations and to achieving a barrier-free workplace for individuals with disabilities. Should you require an accommodation to participate in our recruitment process, we will support you by considering your individual accessibility needs.

Job Types: Full-time, Permanent

Benefits:

- Dental care
- Extended health care
- On-site gym
- On-site parking
- Paid time off
- RRSP match
- Vision care