



We are looking for our next colleague to fill a Farm Insurance Specialist role. This role is an important part of our Waypoint team because serving clients is central to our success. Critical to this role is understanding the insurance and lifestyle requirements of our farm customers so that you can offer solutions that meet their needs. The location of this role is flexible and could include working from home.

The winning applicant will have a customer service approach that focuses on creating positive outcomes. This individual enjoys working in a team environment while delivering service through one-to-one customer interactions. If building and maintaining relationships comes natural to you, and you have an inquisitive nature that helps you to truly understand your client's needs, this role may be very appealing to you.

The ideal applicant will have a proven track record in farm brokering. However, if you are currently a personal insurance broker and wishing to excel in the interesting world of farm business we are prepared to help you develop your skills. Strong relationship building skills, and a positive attitude, will also be critical to your success in this role.

Waypoint Insurance is locally founded in BC and now operates across 17 locations as one of the largest brokerages in BC. We have a large local presence, but we are also agile and dynamic in how we do business across the country. In 2019, Waypoint joined the Navacord group of brokerages. Navacord is a leading insurance and risk management brokerage firm dedicated to providing expert solutions to customers across Canada. With more than 1,000 employees, Navacord is Canada's 4<sup>th</sup> largest commercial insurance brokerage.

Our organization offers a positive work environment that will keep you engaged and on your toes, working alongside a great crew! Once you have your foot in the door, we aim to keep you challenged and motivated – trying new things and listening to your ideas.

If you wish to discuss this opportunity, or you want to apply right away, please send your current resume and cover letter to:

[waypointcareers@waypoint.ca](mailto:waypointcareers@waypoint.ca)