



Think about how exciting it would be to have a career that blends education, sales and technical savvy! Insurance brokers advise clients on how best to protect their assets. We are focused on attracting the right people to help us change the way insurance is offered. Client preferences on how they purchase insurance are driving the need for change at Waypoint. But we can't do that without great people...and that's where you come in! Join a team that wants to be different, join a team that cares about how we help our customers, join Waypoint so you can help us change insurance!

We are looking for our next associate to fill an **Personal Lines/Auto** role in our West Hills Branch. This role is an important part of our Waypoint team because caring for our clients by selling them the right products is key to our success. Critical to this role is understanding the insurance and lifestyle requirements of our customers so that you can offer solutions that meet their needs.

### **Why choose Waypoint?**

Waypoint Insurance was 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 can provide endless career growth opportunities all across Canada!

### **We offer**

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. Our offering includes:

- Comprehensive range of benefits including your birthday off with pay, our commitment to the environment, a student bursary program, generous employee referral program, wellness and more.
- Training provided for suitable candidates
- Favorable vacation policy starting at 3 weeks
- Strong learning culture
- Focus on personal development
- For more details about our unique combination of compensation, commitment to our employees and culture differentiators see [www.waypoint.ca](http://www.waypoint.ca)

### **Opportunity Details**

- Work with a dynamic team of insurance brokers
- Build strong customer relationships in this community
- Implement strong sales techniques to achieve aspirational growth goals

**Your success attributes**

The winning applicant will have a customer service approach that focuses on selling the right products to best protect our clients. 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.

While we value work experience and licensed agents, we are also prepared to help you gain your accreditation if you have the right interpersonal skills that will mean a winning success story for our clients. So, whether you are new to insurance or already have an insurance license, we want to hear from you.

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

Morgan Hickey, Branch Manager at [MHickey@waypoint.ca](mailto:MHickey@waypoint.ca)