



Commercial Lines Account Manager
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We are looking for our next colleague to fill a Commercial Lines Account Manager role. This role is an important part of our commercial team, responsible for leading a team of Account Executives (producers). Critical to this role is advising on insurance matters and recommending appropriate coverages to ensure that the commercial renewals of your team are efficiently and effectively renewed. You are an individual that has a strong working knowledge of the commercial marketplace and knows the appetite of key markets. You have a flair for creating market submissions that reflect client needs, while aligning with the appetite of our markets. Negotiating rating, terms and conditions with insurance companies is a skill that you have honed.

The winning applicant will have a customer service approach that focuses on creating a positive client experience. This individual enjoys working in a team environment and has excellent interpersonal skills. If building and maintaining relationships comes natural to you, and you have an inquisitive nature that helps you to truly understand your client's business and needs, this role may be very appealing to you.

Waypoint Insurance is locally founded in BC and now operates across 20 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 businesses across Canada. With more than 1,000 employees, Navacord is Canada's 4th largest commercial insurance brokerage.

Our branches offer a fast-paced 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 engaged – 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:

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