



SouthEastern Mutual Insurance Company (SEM) is a well-established growing insurance company that has been serving New Brunswick policyholders since 1938. Simply put, a Mutual is owned by its policyholders, aka members. Our focus is on protecting the interest of our members, by offering insurance coverage and options that are tailored to life in New Brunswick. Operating locally gives us the flexibility to adapt to change and make decisions quickly. It also means that the majority of earned premium dollars (97%) stay right here in New Brunswick! Not many insurance companies can say that. We are proud of our roots and proud to do business on behalf of our member-owners in New Brunswick.

### **Position:**

SEM is actively seeking an **Agent** in the Riverview/Moncton area.

Reporting to the CEO, this Agent will be responsible for all sales duties, from generating leads to closing sales. You will work closely with clients to determine their needs, answer their questions and recommend the right solutions. As a successful sales agent you will stay up-to-date with product features and benefits, achieve excellent customer service and consistently meet company goals.

### **Responsibilities:**

- Present, promote and sell SEM products to existing and prospective clients
- Establish, develop and maintain positive business and client relationships
- Achieve the company's sales goals on a monthly, quarterly and yearly basis
- Actively seek out clients through referrals and networking
- Underwrite risks in compliance with underwriting guidelines and be knowledgeable of policy wordings
- Maintain current awareness of market and trends
- Have strong visible ties to the community
- Be a high achieving business builder

### **Qualifications:**

- Completion of a degree or post-secondary studies in a related field (Business, Finance, Insurance, Accounting, Economics)
- General Insurance License required (or obtained within 2 month)
- Experience in the Insurance Industry would be an asset
- CIP designation or completion within a prescribed time frame
- Excellent skills in communication (verbal/written), organization, time management, client service, decision making and problem solving
- Comfortable with technology and the use of IT Systems and Microsoft Office

**Benefits:**

- A generous compensation package including above average commissions, subsidized health benefits and RRSP program
- Flexible schedule
- Opportunity to work with a local growing company that is forward thinking

If you are interested in this exciting, challenging position with SouthEastern Mutual Insurance, please send your resume in confidence to Shaun MacPhee, C.E.O. by **May 10, 2019**.

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