

## **Commercial Insurance Producer**

Since 1994, UniAmerica Insurance Services Inc. has been providing top quality service to its personal and commercial clients through the experience of its dedicated team of professionals. Founded in Wilmington CA, the organization has the goal to be expanded in all of California. Offices in UniAmerica Insurance is seeking a permanent full time Commercial Producer responsible for an existing commercial lines book of business.

**Location:** Wilmington, CA

**Job Status:** Permanent – Full Time

**Remuneration:** Commission Based – up to 50% of commissions

The successful candidate will have paid vacation and will be eligible for our group benefit and retirement and profit-sharing savings plans.

### **DUTIES AND RESPONSIBILITIES**

Reporting to the Branch Manager, the Producer will be required to:

- Generate new commercial clients through referrals and networking
- Consistently providing first rate customer service and sound insurance advice to clients
- Physically inspecting potential risks to be insured
- Establish personal networks that may translate to mutually beneficial business relationships
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### **REQUIRED QUALIFICATIONS**

- Postsecondary education in insurance, business administration or a related field
- Minimum one (1) year of insurance experience
- P&C license
- Personal Lines Insurance experience an asset
- Highly developed interpersonal skills
- Excellent communication skills in both oral and written capacities
- Advanced marketing and selling skills
- A valid CA driver's license and access to a reliable vehicle
- Bilingualism an asset (English and Spanish)

Applicants must send their curriculum vitae along with their cover letter and three (3) references

Job Types: Full-time, Permanent

Experience:

- insurance: 1 year (Preferred)

## **Commercial Lines Producer - in Various GTA brokerages**

### **Job purpose**

To grow a book of business targeting commercial clients across a wide spectrum of industry

### **Duties and responsibilities**

- Generate submissions to insurers, and presentations to prospects / clients
- Grow your client base by networking, cold calling, attending events, etc.
- Grow and maintain a prospect list
- Cross-sell to other customers within our brokerage
- Give sound financial advice for products and coverage required

### **Qualifications**

- High school diploma required, university or college degree preferred
- Must have current RIBO license
- Must have 2+ years of insurance sales experience
- Must be proficient in Microsoft office, Policyworks, & TAM
- Strong time management skills, highly organized
- Effective team player in an office setting

### **Values**

Integrity – Uphold strong moral values at all times

Accountability – Take ownership of your actions / results

Entrepreneurship – A self-motivated hard worker

Efficient – Able to focus energy on key items

Dependable – Create a strong track record

Founded in 1986, DGA Careers specializes in providing insurance recruiting services to major insurers, insurance brokerage firms and independent adjusting firms. DGA Careers assists qualified professionals in claims, underwriting, sales, customer service, and more, connect with the Canadian insurance industry at all levels. We endeavour to respond to each applicant in a timely manner.

### **Information**

- City: Mississauga
- Market segment: Insurance
- Job Type: Permanent
- Education: RIBO
- Expertise: Broker-Commercial
- Minimum experience required: 5 to 6 Years

