



Commercial Lines Manager

Expand your career with one of the largest independent insurance brokers in western Canada.

With 18 branches and 180 employees, Atkinson & Terry Insurance Brokers continues to grow and we're looking for the best and brightest people in the industry to join our team.

Founded in 1971 our Partners have over 150 years industry experience combined and we have always maintained our core values – respect for our employees, our business partners, our clients and communities.

We are currently recruiting for **Commercial Lines Manager** to join our team at **Delta Shoppers Mall (Head Office)**. The Commercial Lines Manager will report directly to the Partners of the firm and will drive premium growth within the department by selecting, engaging and managing account managers to successfully sell and support our insurance products.

This role is at the forefront of building premium growth through relationships with our underwriters and markets to ensure we build market-share successfully.

Responsibilities:

- Direct the functioning and performance of the Commercial Lines Department
- Training and development of Commercial Department staff
- Accountable for achieving departmental financial results including new business, total written premium, retention and profitability
- Technical review of applications, customer files and reconciliation of aged accounts.
- Customer and employee conflict resolution skills
- Scheduling and sales performance tracking

Skills and Qualifications:

- Minimum Level 2 License
- CAIB/CIP designation preferred.
- Strong business acumen
- Demonstrated leadership competencies in the areas of management and effective decision making.
- Prior management experience in commercial lines
- Ability to work collaboratively with colleagues and staff to create a results-driven team
- High degree of client focus, interpersonal relationship skills and problem - solving

If you would like to work for a market leader and an expanding organization please apply:

CONTACT INFORMATION:

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