

# NOVA MUTUAL

## Job Posting

### Insurance Agent

#### → Where Trust Matters

Members who select an Agency service model value a close relationship with their insurance provider. Nova's Insurance Agents are empathetic, active listeners who seek to foster valuable relationships with our Members and the Community in which we all live and play. This team member maintains existing and new accounts with endorsements, renewals, new business, and quoting along with building strong relationships with our community partners.

#### → Where U Matter

Our Team Members are the heartbeat of our business. It's up to U to live and breathe our culture and use our core values as the foundation from which you build your career with us.

Nova Mutual is a place Where U Matter - U represent our Team Members, our Brokers, our Members and our Communities. We hold this belief in the highest regard and empower U to do the same. Your work to ensure Members are matched with the insurance products and service that provides them with exceptional value is integral to our success. A well-performing book of business and happy Members are just as important as your personal relationship with Nova Mutual. Our Brand is here to support U, too.



#### ☕ The Perks



We have **open vacation days** subject to team approval.



U get to spend the **Holidays with your family!** \*For better or worse. That's right. We close our Offices in tandem with the School Board 2-week break.



**Profit Sharing like a Pizza.** If the company has an underwriting profit, you will get a slice.



**Back 2 School.** You'll have the opportunity to attend school, conferences, or to obtain role-related certifications ... and we'll pay for it.



**We're a pretty awesome team.** U get to work with Ontario's fastest growing Mutual Insurance Company.

ThinkAhead. ThinkNova.

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### Insurance Agent

#### → Your Background.

This role requires a minimum high school diploma. Over 3 years and up to including 5 years on-the-job experience in the insurance industry and or a sales related position.

#### → What Makes U ... U

You're a self starter who is motivated to maintain and grow your own book of business.

You're an excellent communicator and possess an abundance of personal drive and integrity.

You love a challenge and the satisfaction that comes from achieving goals through working with a high-performing team.

You approach building and maintaining relationships with a genuine spirit.

You're an out-of-the-box thinker with a passion for creative problem-solving.

You see opportunity where others see obstacles.

#### → What Will U Be Up To?

Provide exceptional service to Nova Mutual members i.e. responding to client queries, conduct needs-based interviews and recommend solutions, conduct care calls, upselling and process renewals;

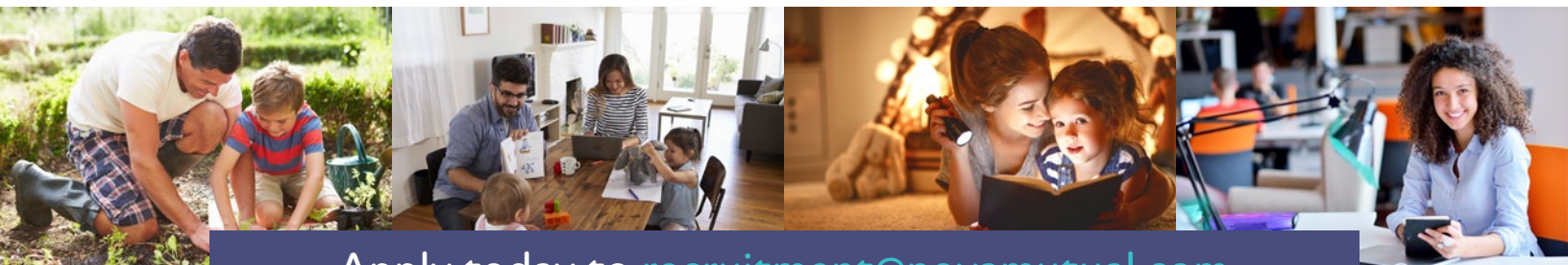
Identify new clients that need and want U to create insurance solutions to meet their individual needs;

Develop and foster networks while seeking out new clients through referrals;

Build trusted, often multi-generational, relationships with individuals, families, business owners and farmers, based on personalized services and advice;

Present and solicit Nova Mutual products and services based on true understanding of our members' needs and goals;

Uplift community partners and foster connections by practicing Nova's Values of Courage, Integrity, and Respect;



Apply today to [recruitment@novamutual.com](mailto:recruitment@novamutual.com)



Share your LinkedIn profile for bonus points.