



SouthEastern Mutual Insurance Company (SEM) is a well-established insurance company that has been serving New Brunswick policyholders since 1938. SEM is a financially strong mutual property and casualty company with its head office in Riverview, NB. We deliver home, tenant, farm and commercial products with automobile coverage being delivered in partnership with United General Insurance to our policyholders in New Brunswick.

**Position:**

SEM is actively seeking a **Sales Agent** in the Dieppe/Shediac area.

Reporting to the CEO, this Sales 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 cold calling
- 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 months)
- Experience in the Insurance Industry would be an asset
- CIP designation or completion within a prescribed time frame
- Understanding of key selling principles
- 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
- Bilingual in English and French

**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 **January 18, 2019**.

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