

Regional Account Manager & Co-ordinator

LowestRates.ca is passionate about personal finance. A simple belief drives our team: that Canadians deserve to have choice when they make financial decisions. Our website offers that choice by providing consumers the ability to quickly and easily compare financial products like insurance, mortgages, credit cards and loans.

LowestRates.ca is a Toronto-based financial technology company that was founded in 2012 and is part of the MaRS FinTech cluster. We've received numerous awards and media features for our work in the FinTech space. We were recently ranked as the 11th fastest growing company in Canada in 2018 on Canadian Businesses' Growth 500 list and we were ranked 9th on Deloitte's Technology Fast 50 list in 2018 as well. We have also made PROFIT Magazine's Startup 50 list twice and our CEO was recognized by EY as one of Ontario's top entrepreneurs.

We're looking for self-starters who thrive in a fast-paced environment. This is an exciting full-time opportunity at our office in the heart of Toronto at Yonge and Davisville that can also accommodate remote work from home.

Job Summary

Reporting to the Head of Property & Casualty Insurance the incumbent is a member of the National Sales team and is responsible for the implementation of Auto and Home insurance lead sales initiatives and account management. The incumbent will be responsible for assisting, creating, supporting and implementing sales and digital broker training guides and procedures, and on-boarding new customers to successfully execute our growth strategy. The successful incumbent will also have input on the direction and creation of strategic marketing, product and branding initiatives. A strong background in the field of brokerage, general insurance, claims, marketing and/or sales is a must for this role.

The Successful Candidate Will Have

- *A growth mindset* – you are humble and open, willing to shadow peers and put in the time it takes learn how to succeed
- *Integrity* – people respect and trust you, because your words and actions are consistently aligned
- *Drive* – you are a self-starter with a hunger to deliver results
- *Outgoing & Trustworthy* - you consider what's best for others first, allowing you to build long lasting, fruitful relationships

Required Qualifications

- 5+ years P&C insurance industry experience preferred
- Detail orientated that can work with and assist Brokerages in continued growth
- Solid understanding of common presentation and administration software
- Willingness to travel throughout the Province, and occasionally to other Provinces
- Attendance to events may require overnight stays

What's In It For You?

- Competitive salary plus performance-based bonus
- Growth opportunities
- Health and wellness programs
- State-of-the-art systems and tools
- Collaborative work environment

If you think you have what it takes to be successful in this role, please send your resume in confidence to careers@lowestrates.ca. We thank all applicants, but only those candidates meeting the job requirements will be contacted.