

Commercial Account Manager, Construction Practice - REMOTE

Hi, we're HUB.

We are the largest insurance brokerage in Canada and 5th largest global insurance & employee benefits broker. We provide a broad array of property, casualty, risk management, life and health, employee benefits, investment and wealth management products, and services.

Becoming a part of HUB means that you thrive in an entrepreneurial and fast-paced team environment supported by over 16,000 professionals in 500 offices across North America. You will be able to actively contribute to our track record of year-over-year growth fueled by innovative new products and services, mergers and acquisitions, and a great team of people.

About The Role

HUB continues to grow and is seeking a dynamic bilingual (French/English) **Commercial Account Manager, Construction Practice** in the Greater Toronto Area. In this role, you will manage an assigned book of business and ensure client satisfaction. This is an ideal role for a strong team player who is detailed oriented and enjoys working with people. A commitment to delivering results on required deadlines.

What You'll Do

- Day to day management of our in-house and well established Industrial & Commercial Roofing Programme, including Liability policies, Builders' Risk and Property, Wrap-Up's, Contractors' Pollution, and Auto coverages
- Handling new business, renewal underwriting, liaising with Lloyd's Underwriters, and preparation of proposals.
- Contract reviews, including acting as a resource to other staff members for contract reviews and construction related questions.
- Building relationships with sub-brokers across Canada and writing business in the industries and programmes we develop.
- Involvement with other programme development and marketing initiatives.
- Development of sell sheets, application forms and other documents for current and future programmes.
- Other duties as required.

What You'll Need for Success

- CAIB, CIP preferred. RIBO (Ontario Broker's license) and Quebec broker's license an asset but not a requirement
- Typically, 7+ years of Commercial Insurance in the Construction Industry and product line experience
- Experience delivering client-focused solutions based on customer needs
- Knowledge of construction insurance documents (CCDC)

- Strong customer service focus with the ability to deliver positive customer experiences
- Professional communication and strong interpersonal skills
- Self-starter and strong team player able to work within Production and Service teams
- Effective organizational skills and time management
- Working knowledge of Microsoft Office Products (Word and Excel).
- Ability to learn and understand new systems quickly; TAM fluency is an asset.

Why Choose HUB?

We offer a competitive, exciting, and friendly work environment that strategically positions our employees for longevity and success. At HUB, we believe in investing in the future of our employees by providing continuous opportunities for growth and development. When you choose HUB, you'll have access to flexible benefits options rooted in your current needs yet evolving as your needs change over time.

Service is one of our founding values – not an abstract concept but a commitment. We believe that no one deserves that commitment more than our employees, clients, and the communities in which we all live and work. Each Regional HUB office chooses a local organization or cause and develops a project that will make a difference where it's needed, from fighting disease to working with families in need, to improving the lives of senior citizens and youth.

Why you're the perfect fit for HUB's Construction Practice:

- You're seeking a progressive work environment in a rapidly growing division of the organization
- You have an entrepreneurial spirit and a knack for service and sales
- You are focused on learning and development to enhance your industry knowledge and expertise
- You're a self-starter willing to invest time and energy to learn the technical aspects of our business
- You believe in integrity and building success by developing relationships with others

HUB is strongly committed to diversity, equity, and inclusion in the workplace. We strive to foster an environment where our employees feel valued, seen, and heard, enabling everyone to succeed. We endeavor to make the selection process accessible to any and all users. Assistance and/or accommodation are available by request for candidates taking part in the selection process.

If interested, please email your resume to wendy@fenninsurance.com for consideration.