

**Elevate Global Insurance Company (EGI), part of the Elevate Group of Companies, is looking for an Associate Broker to work alongside our VP of Credit Insurance, to help support continued growth in this niche insurance market. This position will be sales focused and demands excellent social skills, energy and self-motivation to build long-lasting client and industry relationships. The Associate Broker position will receive mentorship from an individual with 30+ years of industry experience. The position will see accelerated career growth and earnings potential as the candidate works towards succeeding the current VP.**

## Responsibilities

- Communicate, interact and build relationships with current and new customers, providing service and policy support.
- Communicate, interact and build relationships with our insurer partners on behalf of our clients.
- Manage application and underwriting requirements for new business and renewals
- Assist in re-marketing of client policies.
- Provide new business and renewal service support for the VP of Credit Insurance
- Identify and action on changes to client risk profiles, providing value added coverage advice to ensure clients are properly protected.
- Assist the VP of Credit Insurance with prospecting and lead generation to maintain a constant sales pipeline.
- Assist the VP of Credit Insurance with developing lead referral sources from other industries.
- Assist the VP of Credit Insurance to manage and maintain complete prospect and client information in the company's CRM system.
- Keep current on market and underwriting trends.
- Assist the VP of Credit Insurance to liaise with marketing resources to maintain and continuously update the company's website, social media and marketing content.

## Qualifications

- Proficiency with Microsoft Excel, Word and PowerPoint
- Excellent social, communication and relationship building skills.
- Willingness to embrace continuous learning and advancement through continuing education, independent thinking and embracing failure as a learning experience.
- Demonstrate empathetic, optimistic, and client-centric attributes.
- Be a self-motivated and ambitious individual.

## Preferred Qualifications

- Registered Insurance Brokers of Ontario (RIBO) licensed (if unlicensed, requirement to obtain the license within 90 days of starting the position)
- Experience in the Credit Granting Profession and/or the ability to demonstrate a good understanding of how secured and unsecured credit works.
- An understanding of the Credit Insurance and bank underwriting process
- Proficient in analyzing and understanding financial statements
- Proficient in the use and understanding of how CRM technology is used
- An understanding of how social media and other consumer facing platforms are used

## Additional Information

- Hybrid work environment with days spent in the office, at home and on the road.
- 9-5 working hours with occasional off hours required depending on client availability and schedules.
- Competitive compensation, performance bonuses and benefits included.
- Training and mentorship provided for long-term career development and growth.
- References and/or background checks may be requested.

## About Elevate Global Insurance (EGI)

EGI is part of the Elevate Group of companies, providing a variety of trade credit and capital solutions to the Canadian business marketplace. As an independent insurance brokerage with national reach, we specialize in Receivable & Political Risk Insurance solutions. Our products help Canadian businesses gain greater access to capital and protect them against receivable defaults and bankruptcies. Using client-centric, educational, and advice-based methods, we pride ourselves on knowing you will be in-the-know and well taken care of.

## Apply

Please send your CV to  
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