



## The MEARIE Group

### Job Posting – Insurance & Risk Management Services Manager (On-site, Office-based)

The MEARIE Group - a company with a great history and an even more exciting future.

A company that reaches more Ontario residents working in the energy sector than any other. A company where the customer experience matters. A company with passion, potential and people who can and do make it happen.

We want enthusiastic and energetic people who can deliver and thrive in a customer-driven, high-performing culture. People that demonstrate a commitment to continuously invent, reinvent, and grow our business. We have great ambitions for both our company and for the energy sector here in Ontario.

Be part of The MEARIE Group and help us drive our business forward.

#### What we offer

- Stimulating and rewarding work, within a tight-knit, office-based organization
- The opportunity to grow professionally, gain exposure to a variety of aspects of our business, and help contribute to the future of the organization
- Competitive base salary
- Company-wide Incentive (bonus) program
- Defined benefit pension plan (OMERS)
- Comprehensive 100% employer-paid extended health and dental benefits including travel coverage
- Paid vacation plus personal/sick days
- Paid end-of-year company 'shutdown' period

#### Job Summary

Reporting to the Vice President, Insurance & Risk Management Services, the incumbent is a key contributor to product development, implementation and the execution of all Risk Management and Underwriting Services.

Works with the team to formulate, support and implement short and long-term strategies for the department.

#### Unit Mandate

The Division is responsible for sales and service of commercial lines of property & casualty insurance and risk management to new and existing customers. It also drives the development, implementation and maintenance of an integrated communications, marketing, and branding strategy – for the entire organization and all business lines - to ensure sales opportunities are maximized.

## **Job Responsibilities/Activities**

### *Underwriting*

- Executes the policy management/issuance activities including, but not limited to, pre-renewal, policy issuance, endorsements, certificates, and new business quotations
- Provides management for Reciprocal insurance products such as Comprehensive General Liability, Fleet Vehicle, Property, Directors & Officers as well as Crime, Excess, Credit, and any other insurance programs outside the purview of Reciprocal products
- Provides counsel to Subscribers on underwriting and risk management
- Develops strategies and tools to validate underwriting/rating information
- Manages customer expectations and satisfaction regarding underwriting process

### *Risk Management*

- Arranges and/or conducts risk management seminars for Subscribers
- Provides risk management analytic functions including but not limited to identification of trends/frequency and recommended actions to reduce loss exposure, loss frequency and severity
- Manages customer expectations and satisfaction regarding risk management process
- Responsible to build strong relationships with aligned Business Units and partners to facilitate the identification and proper management of risks for clients
- Identify and research emerging risks, reporting issues and provide support in developing appropriate risk-based coverage for clients
- Drafts client-facing risk management resources/communications

### *Business Development and Sales*

- Development of growth and retention plans, pertaining to all business units, particularly enabled by technology tools and traditional channels
- Responsible for direct client relationship building activities and execution on tactics in support of sales with prospects
- Other duties as assigned.

## **Skills, Knowledge, Experience Required**

- Post-secondary diploma or degree in business administration, risk management or a relevant discipline
- Certified Insurance Professional (CIP) designation; Certified Risk Management (CRM) designation an asset; RIBO license is an asset
- 10+ years Commercial Lines underwriting experience with a strong emphasis on complex CGL and Property exposures, knowledge of the electricity industry an asset
- Direct knowledge of commercial property/casualty products such as CGL, D&O, Property, Boiler & Machinery, Crime, Fleet Automobile, Cyber
- Broad knowledge of all classes of insurance & underwriting issues

- Advanced consultative skills with the ability to build collaborative relationships within all levels of an organization
- Strong written and oral communication skills including the ability to create organized and articulate summaries of risk assessments/points of view that are easily understood by stakeholders/recipients
- Strong detail orientation with ability to research, compile, and report on data
- Strong presentation, negotiation, facilitation skills
- Excellent time management and organizational skills
- Motivated, high energy team player
- Strong computer skills (Microsoft Office Suite)

**Working Conditions**

- Professional office environment, with occasional external/off-site meetings
- Travel required occasionally, usually within Ontario (infrequent)
- Occasional evening/overnight events (infrequent)

**How to Apply**

Interested candidates are invited to email a cover letter and resume to [hr@mearie.ca](mailto:hr@mearie.ca) with “Insurance & Risk Management Services Manager” in the subject line.”

We thank all applicants for their interest. However, only those applicants selected for an interview will be contacted.