



Product Specialist

POSITION SUMMARY

Tradition Mutual Insurance is currently seeking applicants for the role of Product Specialist. As a Product Specialist for Tradition Mutual Insurance Company you will report directly to the President/CEO. The role of the Product Specialist is new to Tradition Mutual and will be a vital part of our future growth and retention goals. You will work with our management team to ensure that our products and pricing are competitive to others within our association and within the industry, specifically focusing on Agriculture, Residential and Commercial Lines.

JOB DUTIES AND RESPONSIBILITIES

- Perform an analysis of current offerings within the organization
- Perform an analysis of competitor and other Mutual Association offerings
- Reach out to various industry representatives, clients, prospects, and other external stakeholders to develop a needs analysis
- Compare and contrast the offerings available in the market place to those offered by Tradition with a focus on the areas that we could be more competitive or offer better advantages to our clients
- Review, develop and propose new wordings to the management team
- Work with management to ensure that the wordings will be suitable in terms of underwriting, claims and overall sustainability for the company
- Work with FMR and the management team in the review and approval of wordings proposed
- Work with the management team to ensure that proper guidelines and protocols are in place for use by the underwriters, claims department, sales agents, and brokers for the launch of new wordings and products

EDUCATION AND QUALIFICATIONS

- Post-Secondary Education in Business, Insurance or other related field an asset
- Interpersonal Skills – Should be tactful, compassionate and treats others with respect. Is professional in their approach and demeanor.
- Problem Solving Skills - Builds a logical approach to address problems as opportunities
- Flexible - Adapts to change and different ways of doing things quickly and positively.
- Organization skills – The ability to use time, energy and resources in an effective way to meet job requirements.

Note: The above mentioned tasks are representative but should not be interpreted as all-inclusive of this position; interested applicants please email your resume to pburns@traditionmutual.com

We wish to thank all applicants however, only successful applicants will be contacted.