



## **Business Development Manager (Contract Position)**

Tradition Mutual Insurance Company (TMI) is seeking a Business Development Manager who reports directly to the President and Chief Executive Officer.

TMI is a policyholder owned, community focused, property and casualty insurance company with \$16 million in Gross Written Premium annually. It offers high quality insurance products and coverage for farm, automobile, home and commercial through a dedicated staff of experienced agents and a supportive broker distribution network. The Sebringville head office is just outside Stratford and has served Perth County and surrounding areas for more than 130 years. ([www.traditionmutual.com](http://www.traditionmutual.com))

The successful person will be part of the Management Team overseeing sales and marketing of the organization. They will be responsible for meeting the growth objectives of TMI by coaching and supervising the sales activities of our agents and working collaboratively with our brokers to promote TMI as a market of choice.

Candidates will possess considerable knowledge of the sales process and have a successful track record in sales, preferably in Property and Casualty Insurance. Skills in marketing would be considered an asset. They will possess exemplary leadership, communication and organizational skills. Applicants should preferably have an FCIP/CIP designation and/or university degree with a relevant discipline and management experience

The position is offered on a contract basis covering a leave. Those interested in this special opportunity can apply in confidence by July 24, 2020 to:

Paul Burns, President & CEO  
Tradition Mutual Insurance Company  
P.O. Box 10  
Sebringville, ON  
N0K 1X0  
or by email: [pburns@traditionmutual.com](mailto:pburns@traditionmutual.com)