

## TIPI Insurance Partners

Property and Casualty Account Executive,  
Ontario



### The Opportunity

TIPI-IMI Insurance Partners is seeking our next **Property and Casualty Account Executive** to serve clients across the Ontario region. Our Account Executives are trusted advisors, strong communicators, and dedicated problem-solvers who understand the unique insurance needs of Indigenous communities and organizations.

In this role, you'll work alongside our skilled Property & Casualty team to grow our client base, maintain valued relationships, and deliver exceptional service to TIPI clients. You'll regularly meet with clients in their communities or workplaces, supporting them throughout the insurance cycle, from applications to claims advocacy.

### Job Duties and Tasks

#### Business Development

- Partner with TIPI Property and Casualty team to pursue and secure new business opportunities
- Strengthen relationships to support client retention and satisfaction
- Cross-sell insurance products and services across the TIPI Group of Companies
- Promote value-added coverage options such as Errors & Omissions (E&O) insurance, Directors & Officers (D&O), Cyber Insurance, etc.

#### Client Service

- Present quotes, explain coverage options, and assist with policy binding
- Handle client inquiries and provide professional, timely support
- Act as a client advocate during claims and throughout the policy lifecycle
- Educate clients on their insurance policies and coverage details
- Manage key documents like Certificates of Insurance (COIs) and invoices

#### Administrative

- Gather and verify detailed insurance application data, including building specs, photos, and permits
- Maintain accurate records of insured properties and policy information

### Your Skills

- Effective Communicator
- Highly knowledgeable of Indigenous Culture and Communities
- Knowledge in the P&C Insurance Industry
- A relationship-builder with a passion for supporting Indigenous Communities

### Your Ideal Qualifications

- Minimum 5 years' experience in commercial insurance
- CAIB or CIP designation and Level 2 Insurance Broker License required. *Level 1 license holders may be considered if willing to upgrade within 3 months.*
- Valid Driver's License required
- Familiarity with Statement of Values (SOVs) and insurance documentation
- Proficient in Microsoft Office and the EPIC Broker Management System

### What we Offer

- Salary and Commission
- Group Benefits and Pension
- Growth and Training
- Dynamic and Energetic Work Setting

As an Indigenous owned organization, we strive to create a welcoming environment for all, and to continue creating opportunities for Indigenous persons within our industries. Preference may be given to qualified Indigenous candidates. Please self declare on your application.

## ABOUT THE TIPI GROUP OF COMPANIES

**TIPI Group of Companies** is an economic development engine that drives capacity and employment opportunities for our communities and clients.

Currently, the TIPI Group of Companies is made up of TIPI Insurance Partners, TIPI-IMI Insurance Partners, Legacy Bowes, and HQ Benefit Solutions.

We strive to provide products and services that contribute to individual and corporate health, wealth and longevity. Together, we provide professional advisement and access to services in six areas:

- Commercial Insurance
- Group Pension & Benefits
- Group Benefits Administration
- Human Resource Services
- Training and Development
- Talent Search & Recruitment

Our values of **Trust, Compassion, Friendship, Social Responsibility**, and **Professionalism** along with the **Seven Sacred Teachings** are foundational to who we are as a company and the work that we do.

### To Apply:

Please submit your application to [abarreta@tipipartners.com](mailto:abarreta@tipipartners.com).

If this isn't quite you (yet), we are always willing to train the right person, or we may have another opportunity for you!