



Manager of Agency Business Development

Building on history to protect the future, Caradoc Townsend Mutual (CTM) was formed in 2018 from strong predecessor Mutual insurers, and we have been providing peace of mind for safe, prosperous communities in the southern Grand River Valley, Long Point region, and the London-Middlesex area for more than 134 years. We write agribusiness, commercial, and personal lines through a network of exclusive agents and independent brokers.

As a mutual insurer, everything we do is for the benefit of our policyholders. They are at the centre of our decisions and actions, and we always have the freedom to do the right thing for them.

CTM has a dynamic and growing agency sales team of skilled agents and CSRs that care. There are eleven of them right now, with more to come. And we have an exciting opportunity for a Manager of Agency Business Development to lead that team and build the organization. If you are our future Manager of Agency Business Development, then you:

- already serve and make a difference every day;
- will be a key member of the Leadership Team, reporting to the Chief Executive Officer;
- have a well-deserved reputation as a skilled listener and communicator;
- take delight in advocating for your team and for your customers;
- recognize that a good coach doesn't shy away from difficult conversations;
- are a trusted advisor for all of your internal and external clients...you've earned their loyalty;
- believe that if our clients want it, and if we can possibly deliver it, then we should consider it;
- have a high EQ and AQ;
- will be a primary builder and executor of our marketing plan;
- know your stuff...you've helped your direct reports future-proof their careers;
- know your stuff...you're an expert in P&C insurance, and you intend to stay that way;
- know your stuff...you underwrite while you market and sell;
- have uncompromising integrity; AND
- leave your work at work.

We believe that CTM is an employer of choice in the communities that we serve, and we want our *ECTMers* to look forward to coming to work. Interested candidates are invited to submit a resumé with a cover letter detailing qualifications and experience in confidence by November 30th, 2018 to:

Caradoc Townsend Mutual Insurance Company
Box 1030, 780 Old Highway 24, Waterford ON N0E 1Y0
Attention: Neil Shay, CEO
Or via email: HR@ctmins.ca