



JOB TITLE: Business Development Executive
DEPARTMENT: IDC Worldsource Insurance Network Inc. (“IDC WIN”)
REPORTS TO: Vice President, Prairie Region
LOCATION: Edmonton, AB

JOB STATEMENT:

The Business Development Executive will be responsible for contributing to the growth of IDC WIN sales by recruiting, managing advisor relationships, and assisting advisors with training and development, case development and case settlement.

ESSENTIAL FUNCTIONS:

Business Development –

- Assisting IDC WIN advisors with quotes for life/disability/critical illness/long term care/annuities;
- Assisting IDC WIN advisors through case consultation, case development and joint work;
- Working with IDC WIN operations on underwriting issues and preliminary assessments;
- Recruiting quality advisors to IDC WIN;
- Developing and leading a sales unit of IDC WIN advisors; and
- Conducting annual reviews with selected IDC WIN advisors.

Marketing and Education –

- Submitting sales concepts, product updates and other insurance-related information with educational value for communication to advisors through the IDC WIN Bulletin and the IDC WIN website;
- Staying current on product enhancements and changes;
- Training advisors and IDC WIN staff on the use of insurance company software, product updates, the IDC WIN website and back office systems as required;
- Contributing to the ongoing review and improvement of marketing programs and the website; and
- Applying field experience in connecting with and motivating advisors.

Other Responsibilities –

- Maintaining open communication with IDC WIN management regarding activities that affect both internal and external business relations;
- Attending regular meetings with IDC WIN staff and marketing team as well as educational and marketing events;
- Participating in insurance carrier meetings and industry functions as required; and
- Performing other responsibilities as assigned by management.

QUALIFICATIONS:

- Post-secondary education
- Life licensed – full LLQP
- Excellent communication and interpersonal skills
- Positive attitude and team player
- Strong organizational and problem-solving skills
- Attention to detail
- High energy and ability to work independently and within a team

COMPENSATION:

Commensurate with experience

If you are interested in applying for this position, please forward a cover letter and resume in confidence to hr@worldsourcewealth.com.

Worldsource is committed to accessibility in employment and to ensuring equal access to employment opportunities for candidates, including persons with disabilities. In compliance with AODA, Worldsource will endeavour to provide reasonable accommodation to persons with disabilities in the recruitment process upon request. If you are selected for an interview and you require accommodation due to disability during the recruitment process, please notify the hiring manager upon scheduling your interview.

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

