

JOB TITLE: Sales Support Specialist
DEPARTMENT: IDC Worldsource Insurance Network Inc. (“IDC WIN”)
REPORTS TO: Senior Vice President, Ontario & Asian Markets
LOCATION: Markham, ON,

JOB STATEMENT:

Reporting to the Senior Vice President, Ontario & Asian Markets, the successful candidate will work with and assist independent advisors in the marketing of life insurance and investment products. Day-to-day activities will be to support all advisors with a focus on preparing illustrations and support concepts for illustrations, working with life companies to support individual cases, recommend alternative solutions when cases decline and work with an assigned group of advisors to increase production.

ESSENTIAL FUNCTIONS:

- Providing support to brokers in product selection, illustrations and sales;
- Providing value added support on cases by running additional spreadsheets or concepts for the advisors, such as LDA;
- Building a strong working relationship with internal and external partners (i.e. Life carriers & independent advisors);
- Providing assistance/training to brokers on carrier website self-service technologies (i.e. REPNET, REPSOURCE etc.) and software; and
- Providing assistance/training on MGA systems and tools.

QUALIFICATIONS:

- Post-secondary education
- Working knowledge of the individual insurance industry, financial services products & the MGA distribution channel
- Strong interpersonal, oral & written communication skills
- High degree of integrity & initiative with a flair for innovation
- Strong organizational skills
- Strong working knowledge of MS Office, Outlook, Internet, life insurance carriers’ product and illustration software
- Ability to speak Mandarin is an asset

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.

