

BUSINESS DEVELOPMENT MANAGER



Farmers' Mutual Insurance Company (Lindsay) is looking for a Business Development Manager that will report directly to the V.P. Underwriting & Business Development.

We are a leading Property and Casualty Mutual Insurance Company with annual written premiums exceeding \$70 million and a full-time team of over 80 dedicated employees. With our office located in Lindsay and part of the beautiful Kawartha Lakes region, this opportunity is ideal for those looking for job enrichment and a work life balance.

As part of the management team the Business Development Manager will be a valuable resource by acting as a liaison between our Broker force and Farmers' Mutual. The successful candidate is well versed within the insurance industry and has a demonstrated ability to interact with various stakeholders and deliver corporate objectives.

Responsibilities includes but is not limited to, developing and implementing marketing programs through a variety of methodologies such as print media, oversee and participate in research and development of new products, recommend Broker appointments and maintain Brokerage contracts. This role also has the responsibility for overseeing the development and execution of educational seminars and related material pertaining to products and marketing.

The Business Development Manager must have a personable demeanor and the ability to work with cross-functional teams and a diverse Broker force. A proven ability to communicate with diplomacy and professionalism as well as a thorough understanding of the underwriting function including insurance policy wording/rating development is also necessary. The incumbent has the ability to analyze and interpret data and clearly possess excellent computer skills including a solid working knowledge of Microsoft Office programs and database applications. A proven track record of negotiation and problem solving skills is essential.

A CIP/FCIP designation is required with a College Diploma/University Degree or a minimum of 10 years experience in the insurance industry with equal amount of time in management.

Those interested in this excellent opportunity with a competitive salary and benefits package should forward a resume in confidence outlining their background and experience by **February 26th, 2010** to:

jyandt @ farmerslindsay.com or fax (705) 324-3406

We thank all candidates for their applications, but only those to be interviewed will be contacted.

