

Sovereign Talent Search



Your opportunity: Commercial Property & Casualty Underwriter

Location: Atlantic Region, Halifax Office

We are looking for a dynamic individual to join our Underwriting Team in the Atlantic Region. The successful candidate will be adept at analyzing risks and providing creative solutions to brokers, have the ability to influence and inspire others through their enthusiasm, and provide exceptional customer service to our broker force.

Your impact:

- Promote, underwrite and quote new business, renewals and endorsements in accordance with the company's underwriting philosophy, rating, loss ratio objectives, service standards and authority levels for Commercial Property and Casualty business
- Complete rating and reinsurance worksheets as required within assigned authority
- Negotiate coverage and rates
- Referral of business exceeding authority levels
- Develop and maintain positive constructive relationships with brokers, including conducting broker visits.
- Support and maintain good relations with co-workers, reinsurers and industry contacts
- Develop a team-oriented approach to meeting corporate and branch goals and objectives; including written premium and profitability objectives
- Participate in meetings, seminars and projects as required
- Other duties as assigned.

Your expertise:

- Minimum 5 years Commercial P & C Underwriting experience
- CIP/FCIP preferred or current enrollment
- Strong negotiation and decision-making skills
- Technical proficiency and analytical skills
- Strong time management and organizational skills
- Excellent written and verbal communication skills
- Effective interpersonal skills to support our business development initiatives
- Exceptional customer service skills
- Adaptable to a changing environment.

Your Next Steps:

Learn more about the impact you can make. Apply to join Sovereign's talented team of professionals and stand out from the crowd! Please email your resume to careers.atlantic@sovgen.com or apply by fax **1-902-492-0440**.

Application deadline: May 18, 2012

Why choose Sovereign:

- We provide a comprehensive compensation and benefits package, and encourage a positive work/life balance.
- We help you maximize your potential through ongoing training and educational opportunities.
- We focus on our people as our most important resource, the knowledge, expertise, creativity and empowerment of our insurance professionals sets us apart.

For further information about Sovereign, please visit www.sovereigngeneral.com

The Sovereign is one of the major insurers in Canada, dealing exclusively with independent brokers. It is also a member of The Co-operators Group of Companies, giving it access to resources one would expect from the leading Canadian-owned multi-product insurance company. The company emphasizes an innovative and entrepreneurial approach, endowing its staff with a sufficient level of authority to be responsive regionally to the needs of brokers and customers.

Our Mission

- *To be the insurer of choice for our broker*

Our Vision

- *We will be sought out for our ability to find solutions for the specialized and complex insurance needs of our brokers and their clients.*
- *Our people are our most important resource, the knowledge, expertise, creativity and empowerment of our insurance professionals will set us apart in the Canadian insurance industry.*
- *Our long term relationships with brokers who share our values will be a significant source of competitive advantage for our brokers and for The Sovereign.*
- *We will act as a catalyst for a sustainable society by providing innovative insurance solutions*



Talented People. Choose Sovereign.