

Job Title: Farm & Commercial Lines Insurance Broker

Location: Clinton, ON

Salary Range: $60,000-$70,000

About Excalibur Insurance Group: The Excalibur Insurance Group has won numerous technology and innovation awards making it one of the top performing insurance brokerages in Ontario. Company leaders Jeff Roy and Una Roy are also highly sought after speakers in the field of Industry Innovation within Canada and the United States. Even with our innovation-driven mindset, the Excalibur Insurance Group exists for one reason - do the extraordinary to champion people (our internal team, our customers and those within the communities we serve).

In 2024, the Excalibur Insurance Group merged with McFarlan Rowlands Insurance, a division of McDougall Insurance & Financial. This partnership brings together three trusted names in the insurance industry, with over 200 years of combined insurance experience, over $1 billion in insurance premiums across Canada, and access to dozens of insurance markets. Together, Excalibur Insurance will continue to provide personalized care and superior service, now backed by one of the largest insurance brokerages in Canada.

Job Overview: As a Farm & Commercial Lines Insurance Broker you will be the primary contact for a portfolio of farm and commercial lines clients. You will manage renewals, policy changes, claims assistance, and ensure exceptional customer service, contributing to our goal of making every client experience extraordinary.

Key Responsibilities:

- Provide comprehensive service to an assigned book of clients, assisting with renewals, responding to phone and email inquiries, and explaining policy details and changes.
- Handle and process all policy-related documents with accuracy and efficiency, ensuring timely delivery of renewal documents and invoices.
- Send policy changes to insurance companies, ensure coverage accuracy, monitor renewals, issue binders, and identify gaps in coverage as needed.
- Record claim information and file with the corresponding insurance company. Provide claims updates as needed.
- Keep up-to-date records of policy coverages and client details for easy reference.
- Provide backup support for other Farm & Commercial Lines Insurance Brokers when they are ill or on vacation.
- Follow all procedures and adhere to insurance regulations.
- Other duties, or special project as required



Qualifications:

- Registered Insurance Broker of Ontario (RIBO) license is required.
- 2+ years of farm and commercial insurance experience is required.
- Knowledge of various coverages, policy wordings, and insurance products is essential.
- Experience with Microsoft Office programs and Applied TAM/Epic is an asset.
- Strong problem solving skills and customer service skills
- Excellent oral and written communication skills
- Exceptional organizational skills, attention to detail, and ability to manage multiple tasks in a fast-paced environment.

What's In It For You?

- **Career Growth**: Opportunities for professional development through educational assistance, mentorship, and internal job advancement.
- **Well-being & Benefits**: Comprehensive healthcare benefits including dental care.
- **Flexible Work Environment**: Hybrid work-from-home options for eligible positions.
- **Additional Perks**: Enjoy three weeks of paid vacation, RRSP matching, paid community outreach days, your birthday off, and a supportive, engaging team culture.

We are an equal opportunity employer and are committed to providing an environment of mutual respect where equal employment opportunities are available to all. Employment is decided on the basis of qualifications, merit and business need. Technology allows us to connect in new and different ways but we are an organization driven by real people and real connections. When you apply for a position, you can guarantee all resumes and applications are reviewed by a real human being.

HOW TO APPLY:

Please forward your resume and cover letter to: Human Resources (**hr@mcfr.ca**). Thank you for your interest in this challenging opportunity.