



# Sovereign Talent Search

---

**Your Opportunity:** Senior Commercial Underwriter

**Location:** Winnipeg, MB

**Position Type:** Regular, Full-time

At Sovereign, we believe your experience matters. This is our promise to not only our clients but to our employees as well, because we know the strength of our company starts with our people. The smart, curious and collaborative people who bring their whole heart and passion to work each day. But you can't pour from an empty cup; we take care of the well-being of our people so that they are inspired to protect Canadian businesses and the lives, families and communities we impact. Join us and begin shaping your experience at Sovereign.

## **What you're responsible for:**

- Promoting, underwriting and quoting new business, renewals and endorsements in accordance with the company's underwriting philosophy, rating, loss ratio objectives, service standards and authority levels.
- Negotiating coverage and rates and participating in underwriting audits.
- Completing necessary documentation in support of the business you handle.
- Developing and maintaining positive constructive relationships with brokers.
- Developing a team-oriented approach to meeting corporate and department goals and objectives; including written premium and profitability objectives.
- Providing guidance, training and mentoring to less experienced staff.

## **What to expect:**

- You will market company insurance products and services to our broker customers.
- You will be, on occasion, participating in meetings, seminars and projects.
- You will support and maintain good relations with co-workers, reinsurers and industry contacts.
- This role requires direct contact with brokers through periodic broker visits.

## **To be successful:**

- You have strong negotiation and decision-making skills with the ability to use technical proficiency and analytical skills in order to find creative solutions.
- You have strong time management and organizational skills.
- You have excellent written and verbal communication skills.
- You use your interpersonal skills to support our business development initiatives.
- You will have the ability to influence and inspire others through your enthusiasm and leadership as well as provide exceptional customer service to our broker force.

## **To join our team:**

- You have a minimum of 7 years of Commercial Underwriting experience.
- You have or are currently working towards getting a Chartered Insurance Professional (CIP)

designation.

- You must be adaptable to a constantly changing environment.

**Your Next Steps:**

To learn more about the impact you can make, apply to join Sovereign's talented team of professionals and stand out from the crowd!

Apply by email at [careers@sovgen.com](mailto:careers@sovgen.com)

\*Please state the job title in your email subject line.