

## Senior Account Executive (Technical Property and Equipment Breakdown Underwriter)

Driven by technology and fueled by innovation, HSB is Canada's premier specialty insurance and applied technology services provider. Offering 150 years of technical and service excellence, we are focusing on emerging trends and unlocking new opportunities for clients. Today, we are accelerating, changing the future of insurance and risk solutions, for a modern world.

At HSB, we value the strengths and contributions of our diverse workforce. We offer continuous learning opportunities, giving you flexibility to grow in your career while enjoying a healthy work-life balance and a collaborative approach in our coast-to-coast network of offices. Become part of a rewarding and impactful workplace experience while seeing first-hand technologies and risk solutions that are changing the way we live and work.

HSB is much more! It's insurance. Engineering. Technology. To learn more about us, please visit [www.hsb.ca](http://www.hsb.ca).

### **Primary Objectives:**

As a part of Munich Re, HSB has the backing of one of the world's most experienced and stable insurance and reinsurance companies. With shared values and complementary skill sets and offerings, we have the ability to leverage a global knowledge base to develop and deliver innovative, forward-thinking risk solutions.

Working in a collaborative and dynamic team environment, the Senior Account Executive will be responsible for providing underwriting expertise and contributing to the growth of the Large Commercial Property, Energy, and Equipment Breakdown book of business. The Senior Account Executive will be joining a motivated team that is client-centric, solution-driven, and focuses on teamwork.

In this role, the Senior Account Executive will work closely with prominent brokers from major hubs across Canada. Our clientele include conventional and renewable energy power producers and heavy industry players in primary sectors such as pulp and paper, steel, and mining.

Located at our Head Office in downtown Toronto, this role is ideal for a seasoned underwriter who is equipped with a strong background in underwriting of large and complex risks, including energy and equipment breakdown and are keen to provide underwriting guidance and expertise to the team.

### **Job Responsibilities:**

- Conduct risk analyses and profitably underwrite new and renewal business for the Equipment Breakdown and Renewable Energy Property portfolios, in accordance with the Company's underwriting and compliance guidelines.
- Provide guidance in the technical underwriting process for Property All Risks and Equipment Breakdown risks.

- Develop bespoke insurance solutions for new and existing clients.
- Develop and maintain strong relationships with key broker partners and clients, which include periodic external broker visits.
- Work closely and establish strong business partnerships with internal stakeholders; including claims, risk control, and corporate underwriting to better service clients.
- Represent HSB Canada externally at Regional and National industry functions.
- Provide training and coaching to less experienced team members.
- Participate in projects, as assigned.

**Qualifications:**

- College or University degree/diploma or equivalent.
- CIP and/or CRM is an asset.
- 5+ experience in complex Commercial Property or Equipment Breakdown Underwriting or other appropriate technical experience. Background in conventional power generation, renewable energy, pulp and paper, steel, and mining would be an asset.
- Proficient in Excel and MS Office applications
- Excellent communication, presentation, and negotiation skills.
- Advanced analytical & problem-solving skills.
- Outstanding time-management and multi-tasking skills.
- Willingness and ability to travel.

Creating and maintaining a work environment that promotes respect, diversity and dignity is important to us. We strive for equality in our workplace, to eliminate employment barriers, and promote a workplace based on principles which align with our company values and promote positive employee practices. Candidates requiring accommodation during any stage of our selection process should advise us of this; we will strive to work with individuals to find a suitable means to meet their needs.

If you are interested in applying for Job Reference **SACCE0224-BW**, please click on the link: [Apply Here](#).

We thank all candidates for their interest; however only those selected for interview will be contacted.