

## Head of Corporate Client Partnerships

Driven by technology and fuelled 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:**

The Head of Corporate Client Partnerships is responsible for determining overall and client-specific strategies and leading the corporate client team in executing those strategies. By establishing strategic partnerships with senior leaders of corporate clients, the incumbent achieves success by having a deep understanding of insurance practices, the marketplace, delivering on client expectations, thoughtful planning, decision-making and execution.

### **Job Responsibilities:**

- Develop, implement and oversee strategies related to client engagement and development outcomes that align with broader organizational goals,
- Identify detailed planning which drives client relationship objectives and deliverables,
- Cultivate and maintain relationships with senior executives and decision-makers of client companies,
- Collaborate with internal stakeholders to identify actionable plans which drive client success and strategic outcomes;
- Leverage key data metrics and conduct analysis for insights that drive current and future success; evaluate and incorporate insights for continuous improvement in client engagement activities,
- Provide leadership by mentoring, coaching, and encouraging individual development for employees within the department,
- Act as an organizational ambassador and demonstrate HSB Canada's market leadership at industry events,
- Partner with contacts at HSB US and Munich Re, maximizing on ideas and opportunities to continually strengthen our position within the marketplace and share updates on products and services with our client base,

**Qualifications:**

- University Degree; CIP; FCIP preferred.
- 10+ years of Property & Casualty insurance experience.
- Reinsurance Brokerage experience a definite asset.
- Strong underwriting experience and proven business acumen.
- Ability to effectively manage complex change in an evolving organization.
- Exceptional leadership and communication skills.
- Strong commitment to professionalism and highest standards of customer service.
- Self-starter who is highly motivated, manages multiple priorities efficiently and is results oriented.
- Strong analytical skills supported by a high level of computer literacy.
- Excellent presentation skills, supported by a strong knowledge of Microsoft PowerPoint software.
- Valid driver's license required.
- Ability to travel is required; National travel (10-25%).

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 this position, please quote Job Reference **HCCP-0521-BW**, please click on the link: [Apply Now](#)

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