



ACCOUNT EXECUTIVE, QUEBEC

POSTING DATE:	April 23, 2021
LOCATION WORK ENVIRONMENT:	Quebec Permanent remote/work from home position
DEPARTMENT:	Sales
REPORTS TO:	Director of Sales, Quebec
EMPLOYMENT TYPE / AVAILABILITY:	Full-Time / Immediate
CLOSING DATE:	This position will be posted until filled.

OVERVIEW

Canada Guaranty is currently seeking an Account Executive to join our growing National Sales Team to support our partners throughout Quebec. Working in a customer-centric environment, the ideal candidate must have effective sales, communication and problem-solving skills, together with a passion for delivering exceptional service. This position involves managing a portfolio of lenders, working together with our lender partners and our internal underwriting team to build our business.

At Canada Guaranty, our performance-driven culture is built on successful teamwork. The Account Executive will be a high performing sales leader with strong underwriting skills who brings knowledge of both the lending and mortgage insurance industry. If you are a proven team player with a track record of strong performance, we want to hear from you!

KEY RESPONSIBILITIES

- Act as the face of the company.
- Assist the Director of Sales, Quebec to write business plan to achieve the company's objectives in assigned territory or by lender.
- Participate in the strategic planning and launch of new lender partners.
- Successfully execute the business plan for assigned territory/lender.
- Introduce the company and mortgage insurance products or services to Lenders and Mortgage Professionals.
- Conduct educational seminars and workshops offered by the company for customers, brokers, and prospective customers.
- Meet weekly, or more often if necessary, with Director of Sales, Quebec, to discuss business development activity, planning, and address training requirements.
- Stay current with changes in premium rates, underwriting guidelines, and company policy as it affects our customers.
- Stay current on our competition's developments and advise management of the same.
- Attend industry-related conventions, luncheons, seminars, and conferences, as required.





KEY RESPONSIBILITIES

- Participate in mortgage-related trade groups, such as Mortgage Professionals Canada, and attend their functions regularly.
- Effectively analyze and understand financial statements and credit bureaus.
- Attend National Sales meetings, as required.
- Complete a variety of support duties, often of a confidential nature, as required.
- Regular travel throughout the province of Quebec.*

*Please note that during the pandemic, travel is not required and all communications/meetings will be conducted via phone and video conferencing.

KEY COMPETENCIES

- Fluency in both English and French required.
- Proven sales and lending experience within the mortgage industry.
- Working knowledge of mortgage origination and mortgage insurance, with strong mortgage underwriting experience.
- Strong customer service skills including an enthusiastic attitude with a professional and friendly demeanor.
- Project a positive attitude and professional appearance at all times.
- Always act in a manner that is consistent with the professional image of our company, bringing credit to the employee as well as the company.
- Excellent oral and written communication skills (in both English and French).
- Flexibility in travel required.
- Excellent technology skills.
- Ability to maintain confidentiality.
- Must be able to work independently.

EDUCATION & EXPERIENCE

- Bachelor's degree or business experience equivalent preferred.
- Minimum 5 years of experience in the financial industry.

HOW TO APPLY

- Please [click here](#) to e-mail your cover letter and resume to careers@canadaguaranty.ca.

NOTE: We appreciate all interest in this position; however, only those selected for an interview will be contacted. Canada Guaranty is committed to an inclusive and accessible recruitment and selection process. If you are invited to attend an interview and require an accommodation, please advise us in advance of our meeting.

