



Agent

If you're the kind of person who genuinely enjoys helping people make informed decisions about what matters most to them, you'll find a lot to like in this role. As an Agent at Salus Mutual, you'll build real relationships with policyholders in your community — helping them protect their homes, farms, vehicles, and businesses with the right coverage at the right time. This role is based out of a Salus Mutual branch location.

Why Join The Team?

At Salus Mutual, you won't be handed a script and left to figure it out alone. You'll join a knowledgeable, supportive team that takes service seriously and invests in the people who deliver it. We trust our agents to do the work they were hired to do, and we give them the tools and mentorship to keep growing.

The Role

As an Agent, you will provide exceptional service to current and prospective policyholders by offering, renewing, and managing property, farm, auto, commercial, and other authorized insurance products. Your responsibilities will include:

- Offering, renewing, and managing insurance policies across personal, farm, auto, and commercial lines
- Building and maintaining strong relationships with policyholders through attentive, knowledgeable service
- Assessing risk and recommending appropriate coverage for each policyholder's unique situation
- Processing policy changes, renewals, and new business accurately and efficiently
- Responding to policyholder inquiries and resolving concerns in a timely, professional manner
- Collaborating with colleagues and management to uphold Salus Mutual's standards for quality and service
- Staying current on product changes, industry trends, and regulatory requirements
- Complying with company policies, procedures, and applicable legislation

What We Are Looking For

We're looking for a service-driven professional who takes pride in doing things right and brings genuine commitment to the people they serve. Whether you're stepping into insurance for the first time or building on a few years of experience, what matters most is your attitude, your attention to detail, and your ability to connect with policyholders.

Experience & Expertise:

- One to three years of experience in insurance, financial services, or a related client-facing role.

- Demonstrated ability to manage competing priorities while maintaining accuracy and professionalism.
- Understanding of the mutual insurance system and its philosophy is considered an asset.

Education & Designations:

- Postsecondary education or equivalent training and work experience.
- Other Than Life (OTL) General Insurance Agent Licence must be obtained within the first three months of this role.

Technical Skills:

- Proficiency in Microsoft Office (Word, Excel, Outlook).
- Comfort with insurance software; experience with industry-specific platforms is an asset.
- General knowledge of commercial, farm, residential, and automobile risk evaluation, rating, coverages, and procedures an asset.
- General knowledge of building construction materials, techniques, and construction pricing and estimating an asset.
- Valid driver's licence and own transportation.

Personal Attributes

- Genuine care for the people you serve, with strong listening and communication skills.
- Builds and maintains positive relationships with policyholders and business partners.
- Detail-oriented, organized, and committed to accuracy in all aspects of the work.
- Collaborative team player who also works effectively on their own.
- Adaptable and open to learning in a changing environment.
- Professional, accountable, and aligned with Salus Mutual's values and standards.

Why Salus Mutual?

- A competitive total compensation package, including a base salary, comprehensive benefits, and a pension plan designed to support long-term financial well-being.
- A collaborative and people-first work environment that supports work-life balance and career development.
- Access to ongoing training and career advancement opportunities.
- An inclusive workplace that fosters innovation, teamwork, and continuous learning.
- A strong commitment to employee well-being, with a focus on health, wellness, and active involvement in the communities we serve.

Who We Are

Salus Mutual Insurance Company is a policyholder-owned organization founded on the principle of neighbour helping neighbour. As a locally based company, we are deeply committed to supporting and giving back to our communities. We take pride in delivering professional, friendly customer service through employees and agents who understand our policyholders' needs and put them first.

Interested?

Ready to take the next step in your career? Apply today by sending your resume and a cover letter to hr@salusmutual.ca. We look forward to hearing from you! We thank all applicants for their interest and wish to advise that only those candidates selected for an interview will be contacted. Appropriate

accommodations will be provided upon request throughout the recruitment and employment process as required under the Accessibility for Ontarians with Disabilities Act (AODA).

For more information about Salus Mutual Insurance Company please visit our website www.salusmutual.ca or follow us on Facebook, Instagram, or LinkedIn.