

Account Executive / Sales Producer – Commercial Lines (Toronto)

Company Name: Halpenny Insurance Brokers Ltd.

Location: 8 King St. East, Suite 838, Toronto, ON M5C 1B5 (Hybrid)

Employment Type: Full-Time

Seniority Level: Mid-to-Senior Level

About Halpenny

Halpenny Insurance Brokers Ltd is the largest independent insurance broker in Ottawa with roots since 1912. We take pride in providing advice and personalized service to our valued clients, protecting what matters most to them, and offering comprehensive insurance coverage that suits their unique requirements. As we continue to grow, we are looking for reliable, driven, customer-centric, and team-oriented individuals to join our expanding team.

Job Description

We are seeking an Account Executive / Sales Producer with a proven track record in the mid-market or large commercial segment. The ideal candidate will have deep knowledge of commercial insurance products and a strong ability to build and maintain client relationships. If you are passionate about customer service, thrive in a fast-paced environment, enjoy working in high-performing teams and want to be a part of a rapidly growing Canadian firm, we want to hear from you.

Responsibilities

- Generate and manage a portfolio of commercial clients, providing expert advice and tailored risk solutions.
- Market new and renewal business to insurers, negotiate terms, and secure competitive coverage.
- Maintain strong relationships with underwriters and carriers.
- Prepare and present proposals, policy documents, and renewals.
- Ensure timely and accurate policy documentation and client communications.
- Identify cross-sell and up-sell opportunities within existing accounts.
- Stay current on market trends, insurer appetites, and emerging risks
- Mentor junior brokers or CSRs as needed

Requirements

- Post Secondary Degree in Business, Finance or a related field is an asset.
- RIBO license (required)
- Relevant experience in the insurance industry.
- Minimum 7 years of experience in commercial insurance brokerage.
- Strong knowledge of commercial P&C lines, including property, liability, E&O, D&O, cyber, and specialty risks.
- Excellent negotiation and relationship-building skills.
- Strong organizational and communication skills.
- Experience with TAM, EPIC, or other brokerage management systems (preferred).
- CIP, CAIB, or CRM designation (an asset).

What We Offer

Halpenny Insurance Brokers Ltd. is proud to offer a wide array of benefits which include but are not limited to:

- Competitive base salary with commission opportunities.
- Comprehensive group benefits plan, including health, dental, a wellness savings account and Group RRSP
- Personal and professional development programs, on-demand e-learning and tuition reimbursement
- Hybrid work flexibility
- Continuing education and licensing support
- A supportive, team-oriented culture
- Access to a wide range of markets and carriers

How to Apply

Please submit your resume and a brief cover letter detailing your commercial lines experience to careers@halpenny.com with the subject line: Account Executive / Sales Producer – Commercial Insurance - Toronto.

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