

Senior Account Executive – Commercial Lines

Company: Halpenny Insurance Brokers Ltd.

Location: Ottawa or Toronto

Reports To: President

Employment Type: Full-Time, Permanent

Salary: \$135,000 – \$185,000

About Halpenny

Halpenny Insurance Brokers Ltd. is one of Ontario's largest independent commercial insurance brokerages, with roots dating to 1912. Operating across Ottawa and Toronto, Halpenny serves mid-market and complex commercial clients across P&C lines, professional and management liability, group benefits, and specialty risks. We are advisor-first in culture, relationship-driven with our carrier partners, and committed to building the commercial team that defines our next chapter.

Position Summary

We are seeking a Senior Account Executive with a proven track record in the mid-market or large commercial segment. The ideal candidate has deep knowledge of commercial insurance products and a strong ability to build and maintain client relationships. If you are passionate about client service, thrive in a high-performance environment, and want to be part of a rapidly growing Canadian brokerage, we want to hear from you.

Key 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, carriers, and key market contacts.
- 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, including referrals to Windley Ely claims and risk services where applicable.
- Stay current on market trends, insurer appetites, and emerging risks.
- Mentor junior brokers or CSRs as needed.

Qualifications

- Minimum 7 years of experience in commercial insurance brokerage.
- RIBO licence (required).
- 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 EPIC, or other brokerage management systems.
- CIP, CAIB, CPIB, or CRM designation (an asset).
- Post-Secondary Degree in Business, Finance, or a related field (an asset).

What We Offer

Halpenny Insurance Brokers Ltd. is proud to offer a comprehensive total rewards package including:

- Competitive base salary with commission opportunities.
- Comprehensive group benefits plan including health, dental, 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 (CIP, CAIB, CPIB).
- A supportive, team-oriented culture.
- Access to a wide range of markets and carriers.

How to Apply

Qualified candidates are invited to submit a resume and cover letter in confidence to careers@halpenny.com with the subject line "Senior Account Executive – Commercial Lines.". We thank all applicants for their interest; only candidates selected for an interview will be contacted. Halpenny Insurance Brokers Ltd. is an equal opportunity employer committed to diversity and inclusion in the workplace.