



Customer Sales Representative

Location: Halifax, Nova Scotia

Start Date – October 12th, 2021

Our Company

One of the UK's top three car insurers, Admiral provides car insurance, home insurance, loans, and various other products to over 7 million customers in the United Kingdom.

We're a passionate, profitable, and well-established company with operations in eight countries. We employ over 11,000 people globally, who are at the heart of what we do.

Admiral's Halifax office opened in 2007. We employ over 400 staff who support our customers in the United Kingdom with home and motor insurance policies.

We have been recognized as one of Canada's Great Places to Work every year since 2010 and we've also been named one Nova Scotia's and Atlantic Canada's Top Employers annually since 2015.

Job Description

Admiral New Business is all about making sure our customer's first experience with us is an excellent one. As the first point of contact for our customers, it's important that we deliver an efficient, high-quality service to every single person we speak to.

Handling inbound calls, your role will be to guide your customers through the buying process, informing them of both our insurance products and our related ancillary products. This allows the customer the opportunity to shape their policy to meet their personal car insurance requirements.

The insurance sales job is challenging and competitive, which is why the better you perform, the more lucrative the rewards. Our incentive structure benefits motivated individuals who show a flair for both sales and customer service.

Our aim is to give great service and value for money to as many people as possible.

Our ideal candidates are:

- Reliable and committed to achieving individual and team goals.
- "Change champions" who are adaptable to an ever-changing environment.
- Positive and resilient to handle any challenge that arises.
- Enthusiastic learners who apply feedback to grow in their role and achieve their goals.

- All-round excellent communicators with a talent for negotiation.
- Talented salespeople with the ability to upsell multicar and multiproduct.
- IT savvy to swiftly update customers details correctly.

No previous experience in insurance or call centers is required. We consider the potential of the candidate, their eagerness to work here, their ambition and enthusiasm, over any previous experience in a similar role. We will teach you the rest!

Our Culture

Our philosophy is simple yet effective: **“people who like what they do, do it better!”** We put a lot of effort and investment into making sure that Admiral is a happy place to work, where challenge, opportunity and career path development are encouraged, and fun is never frowned upon.

Our award-winning culture is honest, open, and wholeheartedly focused on four key areas: Communication, Equality, Reward & Recognition, and Fun.

SMART Working

You will initially work from home. This is subject to change as we continue to monitor and follow public health directives with the future expectation that we will be adopting a hybrid remote working model with an in-office component.

As in person gathering return, we're excited to become even more agile and adaptive to new ways of working with a hybrid SMART Working model. By blending in-office and remote working we are listening to the needs and wants of our employees. Ideally, Smart Working offers the best of both worlds – structure and sociability on one hand, and independence and flexibility on the other.

We want you to have an element of freedom to define a working lifestyle. Post training, we will endeavour to accommodate a flexible SMART Working schedule wherever possible.

Other great things to know

- We promote an inclusive and accessible workplace, where all employees feel valued, respected, and supported.
- In addition to your base salary, you will earn performance-based incentive through achieving targets. New starters will earn a guaranteed learning bonus during the first few months.
- A company laptop will be provided for remote working.
- Our office is conveniently located just off Mumford Road. Parking is free.
- Full time, permanent employment, with no shifts past 5pm and weekends shared on rotation.
- Visit <https://joinadmiral.ca/employee-benefits/> to learn more about our exceptional benefits and what makes Admiral a great place to work!