



DEPARTMENT: BUSINESS DEVELOPMENT

POSITION TITLE: PARTNER SUCCESS SPECIALIST – WEST

REPORTS TO: TEAM LEAD, PARTNER SUCCESS, FOUR POINTS INSURANCE

## ABOUT US

The Mutual Fire Insurance Company of British Columbia is growing and is seeking a Partner Success Specialist – West to join our Business Development team in representing Four Points Insurance’s co-owned Managing General Agent (MGA), RecProtect Insurance Services Inc.

Founded in 1902, Mutual Fire Insurance was the first mutual insurance company headquartered in British Columbia. Today, the company provides solutions for farm, commercial, and home insurance needs from British Columbia to Ontario. Mutual Fire Insurance is committed to making people a priority by creating membership initiatives, investing in technology, and supporting community projects.

Four Points Insurance is a wholly owned subsidiary of The Mutual Fire Insurance Company of British Columbia. With a strong foundation in commercial lines, it entered the Optional Auto insurance market in British Columbia in 2025 and, through its MGA, RecProtect Insurance Services Inc., offers specialized recreational coverage across Canada.

In late 2021 Mutual Fire Insurance created two employee driven committees, an ESG Committee and a Purpose Committee. Today these committees are creating the framework and policy for Mutual Fire Insurance to work towards sustainability within our communities, while also ensuring environmental, social and governance mandates are accomplished.

## THE OPPORTUNITY

This is a unique opportunity to play a key role in the growth and expansion of RecProtect Insurance Services Inc. As the Partner Success Specialist – West, you will be responsible for driving broker engagement and new business growth across Western Canada, from British Columbia through Manitoba.

In this role, you will act as a trusted partner to our broker distribution network, building strong relationships, increasing product awareness, and supporting sustainable, profitable growth. This position is well suited to a self-motivated, relationship-driven professional who thrives in a dynamic, field-based environment and enjoys influencing outcomes through collaboration and strategic outreach.

This is a permanent, full-time role that serves as a key liaison between RecProtect Insurance Services and our broker partners. Strong business acumen, excellent communication skills, and disciplined time management are essential, along with a solid understanding of Canadian insurance industry principles and practices.

The position involves regular travel throughout the western region and requires flexibility to work outside of standard business hours, including attending broker meetings, industry events, and partner engagements.

## RESPONSIBILITIES

- Build and maintain strong relationships with existing broker partners to drive engagement and sustainable growth
- Identify, develop, and onboard new broker partners aligned with company growth and underwriting objectives
- Promote recreational-focused property and casualty insurance products, clearly communicating appetite and value
- Deliver broker presentations, product promotion, and training sessions (virtual and in person)
- Collaborate closely with management, underwriting, and internal teams to share broker insights, performance results, and sales activity
- Support the planning and execution of marketing events, conferences, and industry exhibitions



- Coordinate and support marketing campaigns in alignment with corporate objectives
- Provide administrative and operational support related to business development activities
- Execute assigned initiatives accurately, efficiently, and on time
- Adapt to evolving responsibilities based on business needs and strategic priorities

## HERE'S WHAT YOU BRING

- Strong written and verbal communication skills, including presentations and professional business correspondence
- Proficiency with Microsoft Office (Excel, Word, PowerPoint, Outlook)
- 2–5 years of property and casualty industry experience, recreational insurance experience would be an asset
- Post-secondary education in a business or related field
- Experience in CRMs and User Management systems
- A confident, professional, and self-motivated approach with strong relationship-building skills
- Proven organizational and project management abilities, with attention to detail and follow-through
- Valid driver's license, access to reliable transportation and willingness to travel is required
- Valid passport

## SUCCESS IN THE ROLE

Success in this role is demonstrated through strong broker relationships, consistent regional engagement, and measurable contribution to the growth of RecProtect Insurance Services across Western Canada. Within the first 12–18 months, the successful candidate will:

- Establish themselves as the primary business development contact for RecProtect Insurance Services across British Columbia through Manitoba
- Build and maintain trusted, long-term relationships with existing broker partners, resulting in increased engagement, confidence, and product adoption
- Successfully identify and onboard new broker partners aligned with RecProtect's underwriting appetite and growth strategy
- Effectively represent RecProtect at broker meetings, industry events, and conferences, delivering clear, confident product presentations and training
- Collaborate closely with internal teams to share market insights, broker feedback, and regional opportunities that support strategic decision-making
- Demonstrate strong territory planning, organization, and follow-through while managing travel, business priorities, and competing demands

## WHAT WE OFFER

- Competitive compensation package
- Comprehensive employee benefits
- Flexible work environment, including remote work with limited in-office requirements
- Inclusive and diverse team culture that supports healthy work-life balance
- Ongoing career development opportunities and access to continuing education

Please send your resume in confidence to [careers@mutualfirebc.com](mailto:careers@mutualfirebc.com)

*We thank all applicants for their interest, however only candidates under consideration will be contacted.*