

CHIEF EXECUTIVE OFFICER Opportunity



With a foundation based on its locally owned and family managed roots, ONE Insurance is an established organization that has been proudly serving the needs of Manitobans for over 65 years and continues to grow as a leader in its industry. With 12 branches in Manitoba, located either a short trip from Winnipeg or within the City, ONE Insurance is well-known for its professionalism, trust, and outstanding customer service. The organization was founded as a small family business and has achieved great growth and is ready to transition the legacy to a new leader. The company is well positioned to serve future demands and continue to support families from one generation to the next. For more information, please visit: <https://www.oneinsurance.ca/>

THE OPPORTUNITY

Reporting to the Board of Directors, The Chief Executive Officer (CEO) is responsible for defining business strategy in consultation with the Board of Directors, for a high performing organization and is responsible for the overall operations of the business, revenue generation and growth. ONE Insurance is seeking a strong operational leader and experienced business professional to build off the company's long and successful history and drive continued growth into the future. The successful candidate for this pivotal role will bring passion, inspiration, and entrepreneurial vision in leading a world-class team of dedicated insurance professionals. Through innovation, exceptional customer-service delivery, and strategic alignment, the CEO will focus on continuous improvement to ensure strong business models, practices, opportunities for expansion and ambitious growth targets are met.

KEY RESPONSIBILITIES:

- Accountable for the development and execution of strategic and financial plans for a multiple-location operation.
- Oversee company operations to maximize efficiency, quality of service and cost-effective management resources through the company's leaders, applying appropriate measures to achieve targeted results.
- Ensure operating results and resources are utilized in an effective and productive manner that enables the achievement of corporate objectives, streamlines processes and addresses sustainability for future operations.
- By utilizing analytics as a tool, identify initiatives and plans to attract new revenue to capitalize on long-term growth and ensure potential for acquisitions and additional lines of business.
- Adhere to industry rules/regulations, maintaining an enterprise risk management program in a regulated environment.
- Foster a customer-focused, data-driven environment, drive the organization to anticipate market needs and deliver products and services that exceed and shape customers' expectations with a focus on profitable growth.
- Manage and coach staff, enhancing individual and operational performance and continuous feedback.
- Establish and maintain effective relationships with appropriate stakeholders and leverage those networks where appropriate to advance the company's vision, mission, and values in the community.

SELECTION CRITERIA:

- Post-secondary education in Business preferred or equivalent experience, MBA is considered an asset.
- 10+ years of senior executive experience (industries connected to Insurance are considered a strong asset).
- Experience working with and/or reporting to a Board of Directors.
- Successful track record running an operation in a complex and dynamic environment.
- Demonstrated success leading the strategic planning process and implementation of effective strategies.
- Strong business acumen, risk assessment, and financial management skills with ability to interpret financial reporting.
- Advanced leadership capability, coupled with a collaborative and proactive approach to impact organizational performance and mobilize high-performing teams through change and alignment with a shared vision.
- Inspirational and Transformational leader, with the ability to coach, mentor and develop new and seasoned staff.
- Embrace the adoption of new technology, digital tools, techniques, and delivery methods.
- Relationship-driven professional with exceptional interpersonal and communication skills.
- Adaptable and open-minded person with strong critical thinking, analytical and problem-solving skills.

**To apply in confidence, please submit a resume and cover letter quoting project #30128 to
Jen Sklar, jen@harrisleadership.com**