



Senior Industry Specialist (Contract)

Agricorp is looking for a Senior Industry Specialist to join the Product Management and Industry Relations (PMIR) department within the Program Development division. The Program Development division is responsible for external relations with industry groups and government partners, program analysis and program development. The division plays a role in developing new programs and making program changes to ensure effective, timely, transparent and streamlined delivery.

The Role

As a member of PMIR, the Senior Industry Specialist is responsible for providing industry and program expertise. In this role, you will:

- Apply industry knowledge to support corporate underwriting for Production Insurance (e.g., by establishing underwriting guidelines, claim prices and other plan parameters).
- Apply strong agronomic expertise and experience to monitoring program performance and stakeholder relations.
- Provide input on program positioning for customer communications and program delivery.
- Develop and manage relationships with industry groups while staying informed about all aspects of the industry
- Share knowledge using strong communications skills (e.g., briefing notes, reports, and presentations)
- Apply critical thinking to resolve program issues with both internal and external stakeholders
- Interpret and communicate program legislation and requirements, such as regulations, acts, orders in council, guidelines and the contract of insurance.
- Support the Manager, PMIR and other team members in the proactive identification and resolution of annual business calendar related issues within Program Development, including understanding the organizational impacts to ensure collaboration with appropriate divisions and departments
- May support enhancement of current programs and processes and support the development of effective and efficient programs for new sectors.

Job status: up to 10-month contract (posting for an existing vacancy)

Work status: Full time in-office

Salary Range: \$81,498 - \$95,880

Qualifications

- Bachelor's degree in agriculture, economics, political science, business, statistics or a related field, or equivalent experience (master's degree an asset)
- Minimum 5 years work experience in related fields
- Demonstrated relationship management abilities
- Strong written and verbal communications skills
- Solid business judgment
- Strong agricultural knowledge
- Knowledge of Agricorp's programs and policies, including AgriStability and Production Insurance
- Knowledge of business processes, legislation and regulations an asset
- Agricultural, agronomic, policy, government, financial, or insurance industry background an asset

Key Competencies

- **Critical judgment, decision making and problem solving** – Uses critical judgment to make decisions and solve problems involving varied levels of complexity, ambiguity, and risk
- **Business acumen** – Knows and understands business fundamentals and uses this knowledge to enhance business performance
- **Program knowledge** – Knows and understands the programs and services provided by Agricorp
- **Achieving personal results** – Focuses efforts on managing one's self to achieve high quality results consistent with the organization's standards and measures, while managing risk
- **Industry knowledge** – Understands how own organization fits into the industry, the industry as a whole, and links to related industries
- **Networking and relationship building** – Establishes, sustains, and fosters professional contacts to build, enhance, and connect networks for work purposes
- **Initiative** – Identifies and deals with situations and issues proactively and persistently, seizing opportunities that arise
- **Planning and organizing** – Develops, implements, evaluates and adjusts plans to reach goals, while ensuring the optimal use of resources

Background

Agricorp, an agency of the government of Ontario.

Agricorp delivers government programs. These programs help protect the livelihood of over 47,000 Ontario farmers against the many risks farm businesses face every day. Our employees



are skilled professionals who respond when industry and government need us, manage public funds with great care and integrity, and deliver a quality customer experience.

Agricorp helps grow Ontario agriculture. We underwrite \$6-8 billion in risk each year. The agency was established in 1997, and since then we've made over \$8 billion in payments to farmers when they needed it most.

Apply online

To apply for this position, please go to www.agricorp.com and select Careers. Click on Current Opportunities.

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