

## **Company Overview**

For over 150 years, we have been a leading provider of Enterprise Risk Management Advisory Services and Insurance Brokerage services to Canadian corporations and personal customers – across all industry verticals and coast to coast. With over 1400 staff and 27 offices, Aon offers outstanding career development, compensation programs, and geographic mobility in Canada, plus access to the largest global risk advisory company operating in 120 countries with \$8Bn in revenues and approximately 37,000 staff. Aon Consulting (a human capital, benefits and pension advisory firm) and Aon Benfield (a reinsurance brokerage advisory firm) are other companies operating in Canada, which in aggregate makes Aon Canada a FP500 company. We are continually looking for, bright talent that brings new ideas and enthusiasm to our professional team.

For more information about Aon Corporation, visit our website at [www.aon.com](http://www.aon.com).

## **Internship Role – Strategic Business Advisor – Eastern Canada**

Reporting to the Executive Vice President & Leader, Eastern Canada and Aon Global Accounts based in Toronto, you will have an opportunity to impact new revenue opportunities in Ontario, Quebec and Atlantic Canada with direct access to the C-Suite at Aon.

As a successful candidate, you will be involved in:

- Introducing a new Local Market Planning tool (which has been developed) to aid Branch Managers and Account Executives in their pursuit of new business opportunities which incorporates: market analysis, new prospect identification, market share indices, industry vertical penetration, product penetration, and revenue projections;
- Presenting, communicating and training branch personnel with this new marketing capability with the intent that the Intern will leave the knowledge and skills behind to allow the branches to perform their own analyses going forward, i.e. sell the branch personnel on the utility, use and benefits of this new resource and perform a “technology” transfer;
- Travel to all of our branches (13) in Eastern Canada with the potential to assist our Western Canada colleagues and branches. Bilingual language skills would be an asset;
- Strategic and operational discussions with Aon senior executives regarding the roll-out and implementation plans – in particular the National Senior Vice President of Sales & Marketing;
- Regular feedback sessions and interactions with the senior executives regarding business opportunities, business process and operational improvements, and local market business assessments;
- Learning our full range of products, solutions and advisory capabilities; and
- Having fun in an engaging environment with the full support of the EVP.



## Outcomes

- You will be measured on your ability to garner local branch acceptance. Hence, an engaging, enthusiastic and passionate leader will excel;
- You will learn our business in a very short period of time, get to know regional personnel; gauge their personal long term interest in Aon, and learn a great deal about multiple industries;
- You can easily position yourself for a full-time role upon graduation given the scope, access to 650 staff, and sponsorship of one on Aon's most senior executives.

This is an important role with significant potential. The roll-out of this new program is very important to our business objectives. An intern with a passion for sales, marketing, cross industry vertical interests, and personal interaction will most benefit from this experience.

Aon is an equal opportunity employer committed to a diverse workforce.

