

JOB POSTING

April 26, 2019

MULTI-PERIL (CROP) INSURANCE SPECIALIST (MPCIS) NE WISCONSIN/GREEN BAY/APPLETON

Position Description:

1. **CUSTOMER RELATIONSHIPS:** The MPIS will spend the majority of time working with customers to provide insurance coverage and follow up servicing. This includes efforts to build business contacts, and other referral network that aid in providing quality service to customers or prospects.
2. **SALES/MARKETING AND TRAINING:** The position will aggressively market risk management practices through crop/livestock insurance products including Dairy Revenue Protection. This includes maintaining an active database of key prospects, key customers, and generating an ongoing list of new prospects. The objective is to create customer relationships that contribute towards Rural Mutual Insurance sales goals. He/she will make sales presentations and provide training for other team members, customers and the general public.
3. **TECHNICAL COMPETENCE AND GENERAL SUPPORT:** The MPIS will insure the technical aspects of insurance processing and tracking are timely, accurate, and in compliance with policies and procedures. The position will support offices by communicating clearly on customer issues, and providing support when needs for other Rural Mutual products/services are identified.
4. **RISK IDENTIFICATION AND MANAGEMENT:** The MPIS will play a critically important role in identifying risk and offering solutions to farmers for the financial risk in their farming operation.
5. **COMMUNITY INVOLVEMENT:** MPIS will develop and maintain a significant professional presence throughout the state. This will include a presence at the Farm Bureau State Annual meeting.

Qualifications:

1. Bachelors' degree agriculture, business, or related field desirable. A combination of education and experience will be considered.
2. Minimum of 1-3 years of experience in the insurance field with an agriculture background.
3. Demonstrated skills in customer service, communication, interpersonal relations, team process and sales are required.
4. Knowledgeable in the agribusiness/farming/dairy industry, Ag production methods and products, farm business management and insurance preferred.
5. Must acquire and maintain insurance licenses and/or designations for MPCIS and crop/hail insurance sales and meet all State and Federal requirements.
6. Available for 40-50% daytime travel with occasional overnight travel.
7. Experience in the use of various computer business/financial applications is required and will include basic or intermediate skill level competence with Windows, MS Word, Excel and PowerPoint.

How to Apply: CONTACT MARK SCHUSTER, DIRECTOR HUMAN RESOURCES

MSCHUSTER@RURALINS.COM OR (608) 828-5404