



Position Opening

District Manager – Home Office

Position Description:

- 40%- Partnering with District Managers & Agents on field work-
 - Shadowing District Managers to learn of their daily activities.
 - Compiling & reviewing various district and agency reports & identifying improvement opportunities within agencies and district.
 - Providing targeted data to agent's offices for cross sell opportunities within their books of business for P&C and Life sales.
 - Engage with DM's, agents, and team members to influence the adoption of RMIC business practices, workflows, CRM Software, and other resources to help maximize sales opportunities.
 - Monitoring of Financed Agent ADB objectives and reporting to DM's on tracking and trends of FA progress.
 - Working with Agency Automation, Training, and DM to identify concerning trends in agencies that need additional support/training.
 - Identifying opportunities and promoting agent partnerships with RFC & MPCl specialists.
 - Backfill for DM's that are on vacation or other extended absences, including in times of emergency agent absences.
- 30%- Partnering with DOS, DM's, and Training team on implementation and rollout of training programs, including Field Entry Program & Career Class-
 - Shadowing product lines training classes and providing feedback to class administrators on design and structure.
 - Weekly Progress reports to DM on agents in Field Entry program.
 - Field Entry Exam prep work with agents.
 - Progressing agents to achieve Field Entry status through weekly check-ins and coordination with DM and other departments on checklist objectives.
- 20%- Partnering with DM's in recruiting new agents to join RMIC-
 - Through job fairs, college campus visits, social media & website searches, and Wizehire target market campaigns.
- 10%- Project work and Other Tasks-
 - Design and implementation of a Monthly Agent Newsletter.
 - Attend district meetings, manager meetings, sales rallies, and conferences and assist in preparing content.
 - Prepare to become the next district manager when opportunity arises, including completion of series 6, 63, and 26 licenses.

Qualifications:

- Must be willing and able to relocate to future District Manager opening in that respective district.
- Ability to travel throughout the state working with agents and DM's.
 - Approximately 60% of the time, this role will be in the field, and 40% of the time in the home office.
- Successful prior sales experience in property/casualty and life insurance.
- Previous agency ownership or insurance management/leadership experience preferred.
- Superior communication, organization, and business management skills.
- Strong ability to influence and coach others.
- Strong relationship building skills, initiative, and ability to work in a collaborative team environment.
- Proficient in Microsoft Office Suite.
- WI Property/Casualty & Life insurance sales licenses.
- Valid driver's license.

Compensation:

- Salary of \$100,000+ based on experience.
- Bonuses
- Complete benefit package including company provided vehicle, computer, cell phone

How to Apply:

Email cover letter and resume to:

Mark Schuster, VP Organizational Development
mschuster@ruralins.com
(608) 828-5404

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