

Position Opening

Trainer

Summary:

Become a key player in the onboarding and development of insurance agents at one of the top 50 property and casualty companies in the country. At Rural Mutual Insurance, you will join a team providing training and education on Auto, Home, Life, Farm and Commercial insurance to agents who exclusively work with Wisconsin farm owners, businesses, and families. You will facilitate all aspects of the agent learning experience and be a champion for sales force development. This is a hybrid position; work from home most days & be onsite at our Madison Home Office to coordinate and facilitate training events as needed.

Duties & Responsibilities:

- Ensuring our newly hired Agents have the knowledge, information, and resources to become successful in their career at Rural Mutual Insurance.
- Supporting Agents with continuing education in sales techniques, product knowledge, system & process changes, and company insights.
- Designing and implementing a training schedule.
- Working in partnership with Subject Matter Experts and Instructional Designers to develop classroom content, job aids, and other educational materials.
- Evaluation & tracking the effectiveness of training efforts and making refinement recommendations.
- Supporting agents in their understanding and usage of a Customer Relationship Management (CRM) tool.
- Assist in ensuring compliance and filing of CE credits for course material being used by the company.
- Other duties as assigned.

Qualifications:

- Excellent communication skills: especially in training & presenting
- Proven problem solving, analytical and organization skills
- Proficient computer skills, experience with a CRM preferred
- Passion for developing others
- Experience in insurance sales or sales training

How to Apply:

Email cover letter and resume to:

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

Rural Mutual Insurance Company is an Equal Opportunity Employer