

Job Description

Job Title: Producer - Agribusiness

Supervisor: Carol Barnett

Department: Sales

Key Responsibilities:

- Prospects for new customers through referrals, business organizations, cold calling on businesses, and market research.
- Contacts potential customers by telephone, mail, and in person to schedule appointments to discuss insurance needs.
- Identifies customer needs and the appropriate product(s) to meet customer needs
- Develops programs and proposals to meet customer needs. Prepares and gives presentations to customers on products, benefits, and pricing.
- Completes applications and obtains various information to secure insurance quote(s).
- Conducts service calls on existing customers, assists customers with claims processing, and provides answers to questions regarding policy coverage, payment of invoices, or related service issues.
- Ensures that customers are satisfied with products and service through continual customer contact, relationship building, and identification of new or revised products to meet customer needs.
- Communicates regularly with Account Managers and Account Executives to develop proposals and resolve customer issues.
- Provides assistance in the orientation and training of sales trainees by training on products, territories, and sales technique if requested by management.

Qualifications:

- Bachelor's degree; preference given to field of study in Agribusiness or related area.
- At least two years business-to-business sales/business development experience preferred. A solid, successful track record evidencing exceptional levels of sales achievement surpasses all other requirements/qualifications.
- Knowledge of P&C insurance concepts (Property, Liability, Worker's Compensation, Umbrella, etc.).
- An inclination towards building customer relationships, leadership, and successful management of the business development process.
- The ability to identify customer needs, develop proposals and sell products, along with the ability to develop in-depth knowledge of Agency's products.
- The ability to obtain a Property and Casualty license required for state of business and fulfill continuing education requirements to retain the license.

- Preference will be given to candidates with the following attributes:
 - Knowledge of crop and livestock production agriculture and the industries which service them.
 - Knowledge of or previous work experience in wholesale food and beverage distribution.
 - Ability to build relationships with decision makers who need risk management services.
 - Willingness to get involved in associations which serve the agribusiness industry.

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