



JOB TITLE: Crop Insurance Agent
DEPARTMENT: Sales
REPORTS TO: Director of Sales

JOB OVERVIEW AND OBJECTIVES: Precision Risk Management (PRM) is hiring Crop Insurance Agents to grow our direct sales presence across Iowa, Illinois, western Minnesota, and eastern North Dakota. We are looking for both experienced crop insurance professionals and motivated individuals who are new to the industry but bring strong agriculture backgrounds and established farmer relationships.

The Crop Insurance Agent is responsible for direct company sales growth of crop insurance through prospecting new potential customers and maintaining relationships with existing insureds. Maintaining relationships includes completing renewals, overseeing acreage and production reporting, and ensuring the company support team meets the needs of existing insureds as well as prospective customers. The Agent works with the entire PRM team to deliver a higher customer experience than is standard in the crop insurance industry.

DUTIES AND RESPONSIBILITIES:

- Sell appropriate multi-peril crop insurance and crop hail policies.
- Provide education on insurance options and full risk management strategies, including quotes, to existing or potential customers
- Ensure timely and correctly completed crop insurance documentation for each customer, including but not limited to applications, acreage, and production reports.
- Develop and continually maintain knowledge of crop insurance policy, changes and program requirements.
- Become proficient in industry software for quoting, educational purposes, policy documentation and other necessary functions
- Clearly and accurately document leads, prospects, customers, sales activities, and sales forecasts using CRM software.
- Coordinate the resources of all company support resources to ensure each customer receives superior service consistent with the company's commitment.
- Other duties as assigned.

PREFERRED QUALIFICATIONS:

- Crop insurance sales experience, ideally with an established book of business.
- Licensed to sell multi-peril crop insurance and crop hail insurance.
- In-depth knowledge of insurance industry standards and regulations as well as corporate governance best practices

MINIMUM QUALIFICATIONS:

- Proven effectiveness with direct sales in agriculture.
- Business acumen partnered with high ethical standards and dedication to legality.
- High level of professionalism and ability to maintain confidentiality.
- Proven ability to communicate effectively and collaborate with an established team.
- Proficiency with Microsoft Office.
- Experience in agriculture

HOW TO APPLY:

Interested candidates should direct all inquiries and send a resume, cover letter, and application to careers@contactprm.com.

WORK ENVIRONMENT AND HOURS: All sales activities occur at the farm level through direct contact with insureds, so extensive travel is required. Some overnight travel may be required depending on territory. Expected to work hours that accommodate customers, which may mean extended weekday hours and some weekend work during the primary sales season.