



Job Description

Carden & Associates, Inc.

Job Title: Crop Insurance Agent

Location: SE Region

Reports to: South Georgia Location (Alma)

Job Details: Salary Plus Commission and Benefits

Starting Salary Range: \$40,000-\$60,000

Job Type: Full-time

Number of Hires Seeking: 1 or more

Resume: Required

Reports to: Senior Vice President

Company Description:

Carden & Associates has become one of the largest crop insurance agencies in the United States by providing the highest quality of service to farmers, growers, and ranchers. We offer a suite of products in addition to Federal Crop Insurance that is continuously evolving to keep our customers growing in the event of a disaster. Along with these products, we have formed strategic financial and technology partnerships to provide an additional level of support for our customers. We pride ourselves on our team of experienced sales agents, customer service representatives, and support staff with strong farming & insurance backgrounds, sharing a commitment to excellence that is second to none.

Carden & Associates, Inc. - Serving America's farmers for over 25 years.

Job Description:

We are looking to hire one or more full-time Sales Agents to sell and service private and Federal Crop Insurance products in South Georgia. Our Sales Agents are paid a salary plus new business and renewal commissions on all policies sold. Our ideal candidate is a self-starter, who works well with others, and seeks to build a long-term career. Sales Agents are responsible for revenue growth by developing market opportunities through generating leads, qualifying prospects, finalizing sales, suggesting new products and services to potential customers, and predicting trends.

Essential Job Functions:

- Continuously research all facets of the agricultural industry and use that knowledge to qualify accounts by identifying marketability.
- Develop, organize, improve, and maintain relationships with existing and prospective customers.
- Initiate the sales process through various methods of contact with potential clients and deliver an initial presentation after understanding account requirements.
- Close sales by building rapport with potential clients, explain product and service capabilities, overcome objections, and prepare contracts.
- Expand sales in existing accounts by introducing new products and services, developing new applications, and traveling as necessary to accomplish sales objectives.
- Resolve any issues that arise post-sale.
- Acquire and maintain all required state agent licenses.
- Update job knowledge by participating in educational opportunities.
- Attend a variety of events and industry functions as a representative of the organization.
- Help service all crop insurance policies by facilitating the gathering of mandatory crop insurance related documentation from growers, reporting claims, interacting with Carden & Associates Customer Service Representatives, etc.

The Ideal Candidate:

To be successful in this role our candidate must possess the following attributes:

- Strong interpersonal skills with the ability to deliver presentations
- Written communication skills with the ability to create, compose, and edit materials
- Knowledge of advertising and sales promotion techniques
- Effective negotiating skills
- Self-motivated with the ability to work independently and as a team member

Desired Core Competencies:

- Leadership
- Strategic Thinking
- Business Acumen
- Problem Solving/Analysis
- Decision Making
- Performance Management
- Results Driven
- Communication Proficiency
- Organizational Skills
- Time Management
- Financial Management

Qualifications:

- Agriculture Sales Experience Preferred
- Must have or acquire Georgia 2-20 General Lines Agent License or equivalent licensure based on location prior to hire date
- Contract and negotiation experience
- Willingness to travel as necessary to accomplish the goals of the agency (50% travel)
- Bachelor's degree and prior sales experience preferred

Carden & Associates offers its employees the following:

- Health insurance, dental insurance, 401(k) matching, disability insurance, health savings account, life insurance, paid vacation, vision insurance, long-term care insurance

Carden & Associates thanks every applicant for their interest and will contact only the candidates with the highest qualifications. Carden & Associates is an Equal Opportunity Employer.

Job Type: Full-time

Salary: \$40,000.00 - \$60,000.00 per year

Benefits:

- 401(k)
- 401(k) matching
- AD&D insurance
- Dental insurance
- Health insurance
- Life insurance
- Paid time off
- Vision insurance

Schedule:

- Monday to Friday

Supplemental pay types:

- Commission pay

Work Location: Alma, GA location with required travel