



405 S. Banker St. P.O. Box 629 Effingham, IL 62401-0629

Job Title: Crop Insurance Specialist

Location: Effingham

Reports to: Cheryl Short

If you are qualified for this position and have an interest, please contact Cheryl Short at 217-994-2504 or cshort@southcentralfs.com.

Job Summary

To be a part of the Crop Insurance /FS Agri-Finance team, to establish and manage a portfolio of crop insurance products for agricultural producer clients while generating profitability and maximizing growth through key marketing activities.

Essential Job Functions:

- Implements marketing plan strategy through direct calls/visits to current customers and prospects to promote and sell Federal Crop Insurance
- Responsible for interviewing applicants and requesting specified information to write Federal Crop Insurance policies and successfully complete sales closings through Country Financials as a Crop Insurance Specialist
- Communicate changes in Federal Crop Insurance to customers
- Generate and screen leads and attain new business relationships and product sales
- Assist in the development of FS Agri-Finance and Crop Insurance marketing plans
- Provide leadership and training on FS Agri-Finance and Crop Insurance marketing programs to company sales people and attend sales meetings
- Assist and promote FS Agri-Finance to target customers to sell products and services as appropriate
- Perform all other duties as assigned

Requirements:

- Must successfully obtain and maintain State of Illinois Property and Causality Insurance License (within 2 months of start date)
- Must successfully complete and maintain Federal Crop Insurance Certifications from Country Financial
- Have a well diversified agronomy background & keep current on new agronomy information
- Basic understanding of calibrating yield monitors and the understanding of GPS planting and harvesting data
- Must have and maintain a valid driver's license and satisfactory driving record
- Must have the ability to travel independently and overnight when necessary
- Ability and willingness to participate in required training that relates to the requirements of the position