



Farm/AG Sales Specialist

Reports directly to President of Foster & Parker

Our headquarters office, in Madera, is looking for a quality candidate to become a Specialist in Farm/AG Insurance Sales. This is a mentored and fully supported slot, reporting directly to the President of our company, who will personally train successful candidate. Full benefit package, retirement and competitive salary PLUS commission incentives. A real career opportunity. We would prefer a recent College Graduate, who has grown up in and around the farming culture.

- Associates or higher degree in a business category
- Ability to pass California State Insurance License exam (we pay for preparation & fees)
- Must own a reliable automobile and have required insurance coverage
- Familiarity with Central Valley Communities and agribusiness interests
- Sales mentality and enthusiastic verbal skills
- Must have excellent technology skills and proficiency in Microsoft Outlook and Word.
- Powerful relationship building and interpersonal skills
- Must be able to demonstrate outstanding organizational skills and neatness
- Ability to rapidly learn underwriting guidelines, policy coverages and marketing philosophy
- Must be able to prioritize time to maximize potential client contact

Supporting Functions:

- 1) Must prospect for potential clients and cross sell current clients. Prospecting would include, but not limited to, making outbound telephone calls, visiting prospects, sending direct mail pieces, and using social media.
- 2) Perform analysis of clients and potential client's insurance needs and explain the differences.
- 3) Gather all necessary underwriting information and input it according to insurance carrier requirements.
- 4) Create submissions for insurance quotes using insurance and agency quoting systems.
- 5) Present insurance quotes/proposals to prospective clients while understanding the concept of value selling rather than relying on selling by price.
- 6) Be prompt and efficient when addressing clients service requests.
- 7) Communicate with insurance carriers regarding client accounts.

Resume and interest inquiries should be sent directly to Myron Gomes in Gold River, CA. Apply by September 1, 2014.

Myron Gomes – Vice President
Agency Acquisitions
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