

Insurance Sales Producer

Farm West Insurance Services is seeking an experienced insurance agent to become the next valued member of our team. The agent will meet clients' changing needs by customizing policies to fit their lifestyles. Farm West Insurance Services offers Farm, Business, Auto, Home, Life and Contractors and Workers' Compensation Insurance in California. We expect agents to develop and deepen their relationships with clients so that our dedication is assured, and their loyalty is secured.

Primary Roles

- Day-to-day maintenance and servicing of accounts
- Marketing and placement of new business and renewal accounts
- Product presentations and closing
- Client service and satisfaction
- Compliance and Documentation

Qualifications and Education

- Current Property and Casualty license
- Minimum 3 years' insurance brokerage or equivalent experience
- Two-year associate college degree required; four-year college degree preferred
- Extensive knowledge of insurance, including sophisticated and less common coverages, especially those products represented through the agency
- Thorough knowledge of brokerage operations, including claims handling, procedures, commercial lines rating, agency management system, and applicable insurance laws/codes
- Experience and expertise in operating in an electronic environment; excellent automation skills, including Outlook, Word, Excel, document management software, carrier proprietary systems, and phone systems
- Familiarity with risk assessment and risk management techniques
- Excellent time management, organizational and verbal and written communication skills
- High degree of self-motivation and self-direction
- An understanding of the agriculture industry

Responsibilities

- Marketing and placement of new business and renewal accounts:
 - Use methods such as networking, referrals, and community outreach to build community and contacts

- Contact potential clients to schedule appointments and conduct insurance needs assessments
- Product presentations and closing:
 - Determine specific client needs by researching current coverage and options, and grow and maintain business through product sales, cross-sales, referrals, your own circle of influence, and renewals
 - Present information about the features, benefits, and affordability of the insurance products
 - Address objections and concerns of clients
 - Complete necessary paperwork accurately and efficiently
- Client service and satisfaction:
 - Communicate with clients, providing information about policies and answering questions related to coverage and premiums
 - Provide ongoing support and assistance to clients
- Compliance and Documentation:
 - Adhere to all regulatory requirements and company policies regarding sales practices, disclosure, and documentation
 - Maintain accurate records of client interactions, sales activities, and policy information in accordance with company guidelines
 - Participate in courses for insurance/sales skills. Maintain current knowledge of the underwriting requirements of carriers. Keep current with industry trends by reading appropriate journals and company bulletins

Benefits and compensation:

\$65,00- \$85,000 per year

Benefit package that includes medical insurance, paid vacation and retirement plan

Please send resume to:

Stephanie Younger, Yuba-Sutter Farm Bureau Executive Director at ysfb@ysfarmbureau.com.