

# Cargill

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**Company Website:** [www.cargill.com](http://www.cargill.com)

**Position Title:** Crop Insurance Agent - Sales EVA00022

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**Opportunity Location:** Evansville, Indiana or Southern Minnesota  
**Start Date:** 06/24/2011

## Skills:

Required:

4-year post-secondary education or equivalent experience

Business-to-business sales experience

Ability to work effectively within a team

Ability to learn and adapt quickly

Must possess a crop insurance license or be able to pass the state licensing exam within 60 days of hire

Ability to travel 75% of the time within Farm Service Group geography (limited overnight travel)

Upon accepting this position, agent will be required to sign a non-compete agreement

Desired:

Currently sells or have previously sold crop insurance

Previous grain marketing experience

Agriculture/rural background with knowledge of production agriculture

Knowledge of financial aspects of production agriculture including grain futures, options, insurance and an understanding of cash flow

Enjoys and thrives in the rural environment

At Cargill, we believe that employees must have the opportunity to do what they do best every day. We want to understand the things that you do better than others - the talents that you rely on to succeed. As part of the application process, you may be asked to do an assessment. The assessment will help us determine whether our jobs will allow you to use your unique talents to their full potential.

## Job Description:

- Whatever job you're looking for, you can probably find it at Cargill. Our diverse partnerships across a variety of industries mean we have what you need. It's your choice. It's your future. And you can make it happen at Cargill.
- Cargill Crop Insurance, LLC (CCI) is a wholly owned subsidiary of Cargill AgHorizons. CCI provides crop insurance products and marketing plan solutions to customers throughout the Farm Service Groups of Cargill AgHorizons. Cargill AgHorizons is a business unit of Cargill, Inc. that serves farm customers in the United States by providing products and services including grain origination and storage, grain marketing resources and advice, crop input products such as seed and fertilizer, agronomic advice and information services.
- The Crop Insurance Agent will be responsible for developing long-term relationships with identified customers while assisting in the customers' development of a fully comprehensive grain marketing plan. The agent's primary responsibility is to help farmers prosper by maximizing their return through efficient utilization of crop insurance and grain market risk. The primary territory for this role is Southwestern Indiana, and the agent will work from a home office within this territory.

#### Principal Accountabilities:

- 10% Actively participate in the planning and execution of the Farm Service Group strategy, business plans, sales and marketing efforts - in particular, the process of defining targeted customers.
- 60% Contact with customers on farm, directly and with Cargill AgHorizons Personal Marketing Managers, Grain Origination Specialists and Farm Marketers to: solicit and service crop insurance products, assist producers in forming marketing plans, meet bimonthly with customers to review products, ride along with other Cargill customer service reps, etc.
- 25% Monitor customer accounts for accuracy and potential claim overlooks, work with customers to ease acreage, production, and claims reporting. Work to expedite claims. Keep and use detailed records on the targeted customers to enhance the understanding of customers.
- 5% Maintain necessary licensing and continuing education requirements.

#### About Us:

Cargill is an international producer and marketer of food, agricultural, financial and industrial products and services. Founded in 1865, the privately held company employs 131,000 people in 66 countries. Cargill helps customers succeed through collaboration and innovation, and is committed to applying its global knowledge and experience to help meet economic, environmental and social challenges wherever it does business.

Cargill is an equal opportunity employer.

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\*If you are interested in applying for this position, please send your resume to [jelena\\_dennison@cargill.com](mailto:jelena_dennison@cargill.com) for consideration