

AgQuest – AG LENDING RELATIONSHIP MANAGER JOB DESCRIPTION

Position Title: Ag Lending Relationship Manager

Reports To: Director of Sales

Supervises Directly: None

Primary Objectives of the Position:

- Work with participating AgQuest retailers to develop successful in-house programs, products, and services.
- Provides training and education to AgQuest retailer employees.
- Provides individual services to producers to maximize the efficiency and value of AgQuest's financial and risk management products.
- Provides all requested servicing to both the individual producers and assigned AgQuest retailers.

Major Areas of Accountability:

Sales

Weight 70%

1. Develop a sales/marketing plan for the assigned territory to meet the Company's established sales goals.
2. Monitor sales/marketing plan monthly and take necessary action, as needed, to bring results into compliance with plan.
3. Provide marketing support to participating retailers to help increase the volume of business done with AgQuest.
4. Package AgQuest products and programs to bring value to retailers and their producers.
5. Responsible for all training and education required by participating retailers to support premium goals that have been established.
6. Prospect new AgQuest retailers.
7. Be aware of competition and competitive products within assigned territory and report necessary information to the Director of Sales for review.

Credit and Finance

Weight 25%

1. Assist Credit and Finance in developing new products and programs.
2. Support Credit and Finance in analyzing and identifying any discrepancies on loan customers throughout the crop year.
3. Assist Credit and AgQuest retailers in monitoring customers throughout the crop year (documentation on all correspondence).

Other

Weight 5%

1. Other duties as assigned.

Qualifications

Education:

- Four-year college degree in a related field.

Experience:

- Five years related experience in the delivery of financial products and services.
- Knowledge of agriculture and how producers use financial products and services in today's marketplace.
- Ability to understand the needs of today's producer.
- Ability to understand the risk of today's producer and how to package AgQuest's risk management services to reduce the risk for both borrower and AgQuest.

Other:

- Should be computer literate and familiar with: Word, Excel, Power Point & Outlook, Finpack
- Must maintain a standard insurable vehicle record
- Must have a valid driver's license
- Must attend all training programs required by AgQuest
- Must comply with all policies of the company