



## Job Title: Insurance Sales Agent – P&C/Farm

**Department:** P&C Insurance

**Location:** Springfield, MN

Are you passionate about helping businesses protect what matters most? At AgQuest/MN River Insurance, we specialize in providing comprehensive insurance solutions for Minnesota's farming, crop, and livestock industries. We're looking for a motivated individual to join our team—not to sit behind a desk, but to actively engage with business owners, develop new opportunities, and build lasting relationships.

### What You'll Do:

- **Prospect and Build a Pipeline:** Identify potential clients, generate leads, and establish connections within the business community.
- **Policy Management:** Maintain and grow an existing book of business. Guide clients through renewals, claims, and policy adjustments to ensure their continued protection.
- **Schedule and Conduct Appointments:** Meet clients face-to-face, traveling to farms to assess their insurance needs.
- **Craft Customized Insurance Plans:** Develop tailored solutions that protect clients' assets and mitigate risk.
- **Educate Clients:** Explain policy features, risk management strategies, and coverage options to instill confidence in their decisions.
- **Build Relationships:** Foster strong connections through community engagement, professional networking, and exceptional customer service.

### Who You Are:

- A proactive, goal-oriented professional who thrives on meeting new people and forming lasting relationships.
- Comfortable with prospecting, networking, and presenting solutions to potential clients.
- Driven, organized, and confident in handling new challenges.
- Prior insurance experience is a plus, but we will train the right candidate with strong interpersonal skills. Must have the ability to obtain P&C licensing and fulfill continuing education requirements.

### What We Offer:

- **Comprehensive Training:** Ideal for candidates eager to learn and grow within the industry.
- **Competitive Compensation:** \$100k-\$120k, plus benefits including health, dental, vision, life, paid time off, holidays, and a company vehicle.
- **Professional Growth Opportunities:** Access to certifications like CIC and other commercial-focused programs, along with ongoing development resources.

Send Letter of Application & Resume to:

AgQuest Financial Human Resources Department

Attn: Kristin Smith

PO Box 67

Morgan, MN 56266

Email: [hr@farmward.net](mailto:hr@farmward.net)

AgQuest Financial Services

Financing | Leasing | Crop Insurance | P&C Insurance

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