



Are you a successful agent looking to be an early difference maker with a long-established, employee-owned regional financial institution? American Federal is adding crop insurance to our offerings and are looking for highly motivated individuals to get in on the ground floor of this new line of business. This is an outstanding opportunity for the right people looking to experience the benefits of true employee ownership with a company that has been named one of the top 100 ag lenders in America. If this is you, apply today!

We are seeking Agents for our Fargo, Grand Forks, and Wahpeton locations.

POSITION OVERVIEW

- Build relationships with crop insurance customers and prospects, providing advice and expertise in support of the American Federal Sales Process.
- Responsible for sales and service of multi-peril crop insurance, crop hail, and named peril products to customers and customer prospects.
- Seek out ways to help customers find solutions to achieve their goals utilizing the full array of insurance products. Continually seeks to increase knowledge of insurance products and services, operational systems/processes, and industry trends.
- Ensure complete and accurate paperwork is submitted.
- Review applications, policy changes, production reports, and acreage reports before submitting.
- Gather missing information, resolve inconsistencies to ensure coverage continuation and avoiding late penalties.
- Operate within Federal Crop Insurance Corporation (FCIC).
- Follow established policies and procedures and complies with applicable federal and state laws and regulations.
- Conducts business with the highest degree of ethics and integrity.

BASIC QUALIFICATIONS

- Undergraduate degree or equivalent experience in business, agriculture, or a related field.
- Insurance License
 - MN and ND required
 - SD preferred
- Sales experience in multi-peril, crop hail, and named peril products with a proven performance record.
- Strong knowledge of agriculture

- Highly motivated and able to perform without direct supervision.
- Excellent customer relations, interpersonal, communication, organizational, delegation, and team player skills.
- Ability and desire to obtain knowledge of the full array of financial services, operational systems/processes, industry trends, etc. necessary to deliver American Federal Sales Process.

[Click Here to Apply - Fargo](#)

[Click Here to Apply - Grand Forks](#)

[Click Here to Apply - Wahpeton](#)

For a full Position Description, please email humanresources@americanfederal.net.