

## Account Representative

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With over 10,000 clients, Trade Risk Guaranty (TRG) is the industry leader in the consumer-direct U.S. customs bond and marine cargo insurance markets. As a new member of TRG's lead development team within the sales department, your training period will be spent working alongside our most experienced trade professionals learning the ins and outs of our niche insurance products. As an Account Representative, you will manage your pipeline of accounts to develop and pass qualified leads.

A successful Account Representative is hardworking, coachable, honest and respectful. Your day will be spent promoting TRG's products to companies across the U.S. An important quality of a successful Account Representative is being able to communicate successfully with and educate our prospective clients in a professionally assertive way.

### Responsibilities:

- Generate and pass qualified leads
- Stay up-to-date on competition, pricing, and products
- Educate prospective clients on features and benefits of TRG products

### What we are looking for:

- Coachable and accountable team player
- High level of integrity
- Self-motivation and a competitive spirit

### Requirements:

- Ability to multi-task in a fast-paced environment
- Proficiency in learning and utilizing new software programs
- Strong written and verbal communication skills
- Ability to cultivate leads while maintaining a positive attitude
- Willing and able to handle repetitive tasks

### Benefits:

- A formal training program plus ongoing coaching & training
- Group health, dental and vision plans
- Company sponsored 401(k) plan
- Casual dress code
- Personal Time Off, 15 day accrual schedule in your first year plus 8 paid company holidays
- Upon successful completion of the training period, a flexible schedule between 7am and 5pm, 37.5 hours per week is available
- Montana Living: Blue-river fly fishing rivers, world class skiing, hiking, hunting, climbing, boating, biking, camping, swimming, soaking and more!

### Compensation:

- Hourly position at \$16.41/hour base (\$32,000 per year) with performance-based bonus
- Monthly team bonus available



Trade Risk Guaranty (TRG) is an international trade insurance agency headquartered in Bozeman Montana. Our consumer-direct approach has grown our company to include more than 10,000 clients and 35 employees. We offer careers in sales, marketing, customer service, office administrations, information technology and insurance underwriting.

Locate your career and apply online at <https://traderiskguaranty.com/about-trg/careers/>

## **Job Description**

**Revision Date:**

**Author:**

**Position Status:**    Full Time    Part Time    Exempt    Nonexempt

**Position Title:**

**Department:**

**Immediate Supervisor:**

**Positions Supervised:**

**Position Description:**

**Major Areas of Responsibility:**

**Specific Responsibilities:**

**Specific Responsibilities (Continued):**

**Required Knowledge, Skills, and Abilities:**

**Education and Experience:**

**Physical Demands:**

**Work Environment:**

**Department Manager:** \_\_\_\_\_

**Human Resources:** \_\_\_\_\_

**Senior Management:** \_\_\_\_\_

**Employee Name (Print):** \_\_\_\_\_

**Employee Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_