

Sales Apprentice Position

Trade Risk Guaranty (TRG) is looking for a Sales Apprentice to work under the direct supervision of a dedicated Senior Executive. We'll kickstart your position with an immersive educational dive into international trade, U.S. Customs bond, marine cargo insurance, and TRG360 – our enterprise risk management process. This position is intended to be the first step into a long-term career with TRG.

This is an opportunity to engage with live prospecting, lead development, and closing, all under the guidance of a dedicated sales mentor. This position does require a desire to learn, problem-solve, communicate effectively, and a knack for working independently. TRG will pay for training and testing for the required state of Montana property, casualty, and surety insurance licensing.

Responsibilities:

- Generate and pass qualified leads
- Educate prospective clients on the features and benefits of TRG products
- Eventually, close accounts on own

Who are we looking for:

- Coachable and accountable team player
- High level of integrity
- Self-motivated and competitive, ready to focus and get work done

Requirements:

- Completion of Montana Property, Casualty, and Suety licensing
- 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:

Formalized training program plus ongoing coaching and training under the dedicated sales mentor

Compensation:

Hourly position at \$16.00 / hour base with commission possible

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: _____