

## 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:** \_\_\_\_\_