Rabo AgriFinance is offering an entry level position and ideally looking for someone with agricultural knowledge, preferably someone with a couple of years of experience in the industry. Someone that is self-motivated and willing to make connections to build relationships. Good communication skills to be able to provide training to our financing users that may include detailed conversations, thorough knowledge of our products and website tools, and follow up. There is some travel involved with this position, however the timing will vary based on the cyclical cycle of the crop year.

Channel Representative-1

Our Organization:

Rabo AgriFinance LLC ("RAF") is a leading financial services provider for agricultural producers across North America. Solely focused on agriculture, RAF is part Rabobank, a global financial services leader offering wholesale, rural and retail banking services in more than 40 countries worldwide and one of the world’s largest banks, with over $650 billion in assets. Founded by Dutch farmers over a century ago, Rabobank remains true to our core mission: to create value for our customers, our employees, and the local communities where we do business. With over 40 offices across the U.S., RAF provides clients with knowledgeable local teams and exclusive access to global market research in a variety of sectors, including grains and oilseeds, protein and specialty crops.

Job Overview/Purpose:

This position is a Relationship management role with a heavy customer focus to grow and sustain our Input Finance group. Channel Representatives are responsible for growing and developing third party relationships which utilize the Input Finance product. Provides training and support throughout the Crop Input distribution chain to enhance utilization and adoption of the various programs offered by Rabo AgriFinance. This team is responsible for all relationship management activities and will serve as the primary point of contact for these channel participants. Responsibilities include delivery execution, maintenance and development of solutions as well as services that enhance utilization of the product.

Key Responsibilities and Accountabilities:

- Investigate customer issues and problems to create mutually beneficial solutions.
- Develop dealer network and maintain strong business relationships through effective communication and follow up.
- Perform call cycle and build relationship infrastructure which drives increase and repeat business.
- Travel to ensure a proper level of service is provided out of office while ensuring continuity when answering phones.
• Deliver program information to channel for proper administration
• Provide front line service and support for dealers (Call Center)
• Support marketing campaigns at all stages and through education

Risk

• Complete all mandatory training within a timely basis, as instructed.
• Comply with code of conduct & bank policies/procedures.
• Actively identify incidents outside of established policies & procedures and report as necessary
• Familiar with and comply with laws, regulations, and internal policies & procedures that are applicable to required job duties.
• Understand and comply with all RAF & Rabobank anti-money laundering (AML), compliance, and all other applicable laws, including, but not limited to, the completion of all required AML & Sanctions training.

Culture & Values

• Actively and consistently demonstrate Rabobank’s seven Cultural Commitments.

Job Skills and Knowledge:

Essential:

• Ability to read, analyze, and interpret documents such as appraisals, financial statements, crop insurance reports, FSA reports and procedure manuals. Ability to write routine reports and business correspondence. Ability to speak effectively before groups of customers or employees of the organization. Excellent communication skills required. Must be able to conduct business and make sales presentations over the phone or in person.
• Must have the ability to analyze simple to complex financial statements and supporting information. Ability to solve practical problems related to the agricultural industry
• Must have the ability to solve practical problems and deal with a variety of concrete variables in situations where only a limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral and diagram or schedule form.

Qualifications:

Essential:

• Associates Degree with 2-5 years of experience or Bachelor’s Degree with 0-2 years of experience.
• Computer proficiency with MS Word and Excel required. Must possess good human relations, communication skills and ability to exercise good judgment as well as work as a team member. Must be able to work well under time constraints. Must be organized,
detail-oriented and have a strong desire to succeed. Must have extensive knowledge of real estate, diversified production agricultural and livestock enterprises

We Offer:

With healthcare and insurance costs on the rise, Rabo AgriFinance employees enjoy a first-class benefits package, featuring a selection of medical coverage and investment options to meet your personal needs. Our benefits program includes:

- Medical
- Dental
- Vision
- Health care spending account
- Dependent care spending account
- Basic life insurance plus AD&D insurance
- Optional life insurance
- Short-term disability
- Long-term disability
- 401(k) program
- Health and wellness seminars
- Tuition reimbursement

Rabo provides equal opportunity in employment to all employees and applicants and does not discriminate on the basis of race, color, creed, religion, national origin, ancestry, alienage or citizenship status, age, sex, sexual orientation, gender identity, gender expression, marital status, genetic information, medical condition, physical or mental disability, pregnancy, childbirth or related medical condition, military service or veteran status, victims of domestic violence, or any other basis protected by applicable law. Rabo also prohibits harassment of any individuals on any of the bases listed above.

Consistent with this policy, Rabo embraces diversity and welcomes employees and applicants of all backgrounds. Our goal is to create an environment that is inclusive, drawing upon the strengths of the diversity of our workforce to exceed the expectations of our clients and customers.

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