

Regional Specialist

Agricorp is looking for a **Regional Specialist** with crop specialties that includes fresh market & processing vegetables, grains & oilseeds, tobacco, edible beans, forages, tender fruit, apples to provide senior technical expertise and consultation to Agricorp clients and staff. This opportunity will appeal to those interested in representing Agricorp locally in **Elgin & Norfolk, South Oxford & Middlesex counties**, while also providing sector and commodity expertise provincially to the Regional Services team in the [Program Delivery division](#).

The Role

The Regional Specialist will provide specialized cropping knowledge to the Regional Services team. In this role, you will:

- Provide technical expertise, coaching, mentoring, change management and training to a team of Adjusters to support enrolment, underwriting, contract establishment, damage inspection, premium collection and claim adjudication/settlement
- Provide highly specialized knowledge to support the inspection of crops/production, investigation and settlement of claims, and completion of audits
- Conduct or participate in inspections and audits, including damage report investigations, seasonal crop inspections, yield claims, acreage and application of losses due to uninsured perils
- Act as a subject matter expert to while supporting program and service delivery and assist in the development of new enhancements & programs
- Support the Regional Manager, Regional Services in providing local information to inform regional planning and reporting, participate in team goal setting, and help to communicate directions and goals to Adjusters

Job Status: Permanent position

Salary: \$65,708 - \$77,303

Location: Majority of work assigned in Elgin & Norfolk, South Oxford & Middlesex counties with some travel additional specialty crop areas across Ontario

Work status: Home office

Qualifications

- Post-secondary education in Agriculture or equivalent experience

- Minimum 5 years of related experience in farming or in the agricultural industry with specialization in crops related to the position.
- Proven experience in coaching, mentoring, change management and training others
- Demonstrated ability to communicate with diverse stakeholders using influence and authority
- Certified Crop Advisor (CCA) an asset

Key Competencies

- **Achieving Quality Results** – Focuses efforts on managing one’s self to achieve high quality results consistent with the organization’s standards and measures, while managing risk
- **Client Focus** – Provides service excellence to internal and external clients
- **Program Knowledge** – Knows and understands the programs and services provided by Agricorp
- **Industry Knowledge** – Understands how Agricorp fits into the industry, the industry as a whole and the links to related industries
- **Critical Judgment, Decision Making and Problem Solving** – Uses critical judgment to make decisions and solve problems involving varied levels of complexity, ambiguity and risk
- **Information Gathering** – Locates and collects data from appropriate sources and analyzes it to prepare meaningful and concise reports that summarize the information

Background

As an agency of the Government of Ontario, Agricorp works with partners to contribute to a vibrant and sustainable agriculture industry. With more than 400 employees serving more than 47,000 producers province-wide, Agricorp delivers programs that help producers manage risk and remain financially secure. The agency was established in 1997 by the provincial government under the authority of the *AgriCorp Act, 1996*.

Agricorp delivers a variety of programs and payments on behalf of the federal and provincial governments, including AgriStability, Farm Business Registration and Production Insurance. Please see the full list of [programs](#) for more information.

Apply online

To apply for this position, please go to www.agricorp.com and select **Careers**. Click on **Current Opportunities**.

We thank all applicants for their interest; however, only those selected for an interview will be contacted directly.