

Agricultural Safety Specialist

Position Summary:

The successful individual will be responsible for providing loss control services to Worker's Compensation clients in the Central California region. The consultant will have the responsibility to participate as an integral member of a service team whose primary goal is to service exiting customers and assist in new business development. This will be accomplished by providing high-level professional, loss-prevention consulting service, thereby having a positive impact on the client's loss ratio, and by assisting the agency's sales force in retaining current business, and identifying potential new-business clients.

The selected individual will achieve these goals by utilizing superior communication and relationship building skills with internal and external customers.

Qualifications:

- **Successful demonstration of technical skills in areas of risk assessment, risk analysis, solutions**
- **Holds Certification/Qualified Trainer Status in Tractor, Forklift, Pesticide safety.**
- **Qualified to train in other agricultural-related exposures in field/packing operations.**
- **Strong bi-lingual (English/Spanish) communication and inter-personal skills.**
- **Develop and maintain strong business relationships with customers**
- **Knowledge and understanding of Cal-OSHA regulations**
- **Ability to conduct extensive research, evaluation and analysis**
- **Proven ability to deal with all levels of an organization**

Regular activities include:

- Extensive travel within assigned territory, with periodic travel to other territories to assist with agency programs
- Execute underwriting and loss prevention assessments at Insured's premises
- Develop focused loss prevention program enhancements based on observations made during surveys
- Communicate and explain the enhancements and results of observations
- Motivate the Insured to undertake the implementation of loss controls to minimize exposure and workplace hazards based on the Insured's unique loss exposures and maintenance of loss control systems
- Partner with clients to develop permanent self-controlled loss prevention programs
- Assist with risk selection and attain risk improvement throughout the territories

Candidates will be expected to meet all responsibilities with the utmost professionalism and with the highest degree of quality. Consultants will be expected to make presentations to bi-lingual and/or mono-lingual

(English/Spanish) groups of various sizes in both formal and informal settings and must therefore possess exceptional public speaking skills. The consultant will assist other agency departments and provide input to department personnel on issues such as, client base, operation types, regulatory issues and industry updates. Candidates will have the ability to efficiently schedule appointments, plan travel, set itineraries and prepare expense reports.

Please email resume and contact information to jsiamn@hotmail.com for detailed job description and salary range.