

Direct Hire: 4890 ** 2-3 LIFE APPS/MONTH **

Licensed Team Member

Results-driven insurance professional with nearly a decade of experience, aiming to leverage expertise within State Farm to establish an agency. Committed to exceeding expectations and driving State Farm's success.

EXPERIENCE

State Farm Insurance Agency

March 2015 - Present

Licensed Team Member

- Successfully obtained all required licenses, including passing the SIE.
- Enhanced expertise across all lines of insurance, with a specialization in life insurance products.
- Developed and maintained strong client relationships, ensuring satisfaction and retention.
- Implemented needs-based selling techniques to effectively address client requirements.
- Consistently contributed to production goals at agency and corporate levels through strategic initiatives.
- Managed daily operations, including Beginning of Day procedures, bank deposits, and account servicing.
- Exceeded sales targets and improved customer satisfaction through tailored insurance solutions.
- Navigated complex policy details to provide clients with clear, actionable advice tailored to their needs.
- Assessed risk factors and developed customized coverage plans for optimal client protection.
- Trained and mentored new employees, fostering a collaborative team environment.
- Managed a team of up to 8 employees, ensuring effective collaboration and performance.
- Monitored agency goals and performance metrics to align with corporate objectives.

EDUCATION

High School

Diploma

Community College

SKILLS

- Professional Skills: Customer Satisfaction, Profit-Based Sales Targets, Sales, Deposit Accounts, Risk Analysis, Risk Factors, Insurance Management and Aftercare, Employee Retention, Performance Management, Agriculture

CERTIFICATIONS

P&C, Life & Health, Series 6, Flood

State of Virginia

COMPENSATION REQUEST & AGENCY REQUEST

Desires a Sales or Hybrid role with a State Farm Agency @45k+ base with the ability to earn 65k+k+ total

ROLES & ACTIVITIES:

Reports 40-50 policies/\$40-50k premium/month

P&C, Life & Health, Series 6, Flood, VA

Will work Remote ONLY in EST, CST, & MST

Part of the Agent Aspirant Program: 50+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, office management, developing their own leads, re-quotes, win-backs, customer service, & reports selling 2-3 new life policies per month.