

Direct Hire Candidate: 4937 ****1-2 LIFE/HEALTH APPS/MONTH****

Licensed Insurance Sales Specialist

EXPERIENCE

Insurance Company

2016-2021

Licensed Insurance Sales Specialist

- Manage all new business, including writing life insurance policies and handling life insurance conversions.
- Educate clients on various insurance policies and products, guiding them to the best coverage options based on their needs.
- Issue quotes, maintain accurate client records, prepare reports, and address client inquiries about insurance plans and policies.
- Set up new insureds by conducting marketing research and cold calling internet leads to identify potential clients.
- Provide ongoing service support for current insureds, including cross-selling additional products and conducting periodic insurance reviews.

State Farm

2021-2023

Licensed Insurance Sales Specialist

- Cold call internet leads to identify potential clients and set up new insureds.
- Manage all aspects of new business, including writing life insurance policies and overseeing life insurance conversions.
- Issue accurate quotes, maintain detailed client records, and prepare necessary reports to ensure seamless operations.
- Educate clients about different insurance products, helping them choose the coverage options that best fit their needs.
- Provide ongoing service to current clients, including cross-selling additional products and conducting regular insurance reviews to ensure coverage meets their evolving needs.

Media Company

2010-2013

Advertising Sales Specialist

- Sold advertising services to both new and existing business owners.
- Proofread and refined advertisements to ensure accuracy and quality before publication.
- Expanded the sales territory by acquiring new business and cultivating relationships with potential clients.

CERTIFICATIONS

P&C Licensed in States of CO, KS, AZ

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 20-30 items/\$30-40k premium/month

Will work REMOTE in MST, CST, or EST

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$65k+ total

70+ outbound dials/day, 30+ inbound calls with live leads, referral sales, pivot and cross selling, lead generation, bundling & customer service and reports selling 1-2 new life policies/month.