

Direct Hire Candidate: 4921 **5-7 LIFE APPS/MONTH**

Licensed Insurance Agent

EXPERIENCE

Staffing Services

March 2024 - Present

Associate

- Review, approve, and reject applications related to ACH transactions.
- Process mobile deposits accurately and efficiently, ensuring timely transactions.

Bank

April 2021 - January 2024

Relationship Banker/Loan Officer

- Greeted customers, set up new accounts and processed disputes.
- Processed loan and credit card applications, ensuring timely and accurate submissions.
- Worked collaboratively with the team to meet and exceed monthly and quarterly sales goals.
- Managed cash drawer and served as a backup for the branch manager during their absence.

Insurance Company

August 2020 - January 2021

Licensed Insurance Agent

- Met with new and existing customers to assess their insurance needs and offer tailored solutions.
- Provided insurance guidance and support, offering peace of mind and exceptional customer service.
- Handled marketing efforts to promote insurance products and services to potential clients.

State Farm

January 2020 - August 2020

Licensed Insurance Sales Associate

State Farm

November 2017 - January 2020

Licensed Insurance Agent/CSR

- Answered phone calls and assisted with customer inquiries, ensuring prompt and efficient service.
- Processed payments and reconciled daily deposits to maintain accurate financial records.
- Made outbound sales calls to generate new business and build relationships with potential clients.
- Assisted with claims services, filing reports, and ensuring timely resolution of customer issues.
- Met with existing clients to review their current policies, assess insurance needs, and offer appropriate coverage options.
- Issued renters, personal articles, and flood policies, ensuring clients had appropriate coverage.
- Prospected for new business in both commercial and personal lines insurance, expanding the client base.

Office Equipment Company

June 2017 - November 2017

Sales Representative

Insurance company

June 2015 - May 2017

Licensed Sales Producer

- Met with existing clients to assess and review their insurance needs, ensuring comprehensive coverage.
- Issued policies and cross-sold life insurance and umbrella policies to enhance clients' protection and financial security.
- Scheduled appointments for the commercial team to pursue business growth and opportunities.

Allstate

August 2003 - May 2015

Licensed Insurance Agent

- Met with customers to assess and advise them on their insurance and financial needs, providing tailored solutions.
- Consistently met and exceeded sales goals.
- Managed office operations, overseeing weekly sales meetings and ensuring effective team communication.
- Trained and mentored new hires, equipping them with the skills needed to succeed in sales.

CERTIFICATIONS

P&C, Life & Health Licensed in States of TN, AR, MS