

Direct Hire Candidate: 4960 ****1-2 LIFE APPS/MONTH****

Licensed Insurance Agent

EXPERIENCE

Insurance Company

July 2024 - Present

Licensed Insurance Agent

- Quoted and sold insurance policies for multiple companies, including auto, home, and life insurance.
- Explained a wide range of insurance products to both new and existing clients, helping them make informed decisions about their coverage.
- Prospected and acquired new clients through various lead generation strategies.
- Ability to build customized insurance policies and packages that meet clients' needs
- General knowledge of different types of insurance plans.

Insurance Company

October 2023 - Present

Licensed Independent Agent

- Quoted and sold insurance policies for multiple companies, including auto, home, life, and workplace benefits.
- Prospected for new clients through various lead generation methods.
- Promoted to Agency Development Manager, overseeing team growth and development.

State Farm

February 2023 - October 2023

Licensed Team Member

- Quoted and sold home, auto, and life insurance policies.
- Provided ongoing service and support for existing policies.
- Prospected and generated new clients through various lead generation methods.
- Stay up to date with market trends and best practices of the insurance industry
- Explain various insurance policies and products to potential and existing clients, guiding them toward the best coverage
- Issue quotes, maintain client records, prepare reports, and answer client questions about insurance plans and policies
- Suggest modifications and updates to existing clients' insurance policies

MOUNTAINEER CHALLENGE ACADEMY

October 2020 - February 2023

ADMIN/LOGISTICS SUPERVISOR

- Supervised professional, technical, and clerical functions to ensure smooth operations within the department.
- Managed the business operations of the program, ensuring all tasks were completed efficiently and on time.
- Coordinated routine and emergency maintenance for facilities and equipment to ensure operational readiness.
- Collaborated with service providers to ensure timely and high-quality service delivery across all areas.

EDUCATION

High School

Diploma

CERTIFICATIONS

P&C, Life & Health Licensed in the State of WV

ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in EST

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$60k+ total

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