

Direct Hire: 4977 **2-3 LIFE APPS/MONTH**

Licensed Insurance Sales Representative

EXPERIENCE

State Farm

August 2022 - Present

Licensed Insurance Sales Representative

- Generate and nurture new leads, coordinate client appointments, and effectively market a range of insurance products and services.
- Provide expert advice on retirement planning and asset protection strategies, tailored to each client's unique needs.
- Conduct in-depth, customer-centric consultations to review policies and educate clients about available service options.
- Specialize in offering auto, homeowners, and life insurance solutions to meet diverse client needs.
- Manage lead distribution, collaborate with lead providers, oversee the team budget, and ensure effective allocation of prospects among team members.

State Farm

January 2022 - August 2022

Insurance Sales Intern

- Engaged potential prospects through cold calling to identify and establish new business opportunities.
- Delivered expert assistance to customers, addressing inquiries and providing clear guidance on policy details and coverage options.

Insurance Company

September 2021 - December 2021

Financial Representative Intern

- Offered professional financial services and insurance products.
- Conducted targeted cold-calling to acquire new prospects, engaging them to address their financial service and insurance needs.

EDUCATION

University

Bachelor's Degree

CERTIFICATIONS

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

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 30-40 policies/\$35-45k premium/month

Will work REMOTE in EST or CST

Desires A Sales role with a State Farm Agency @ \$45k+ base, with the ability to earn \$70k+ total

40+ outbound dials/day, 20+ inbound calls with live leads, referral sales, pivot and cross selling, bundling, overseeing lead management, customer service, reports selling 2-3 new life policies per month