

Direct Hire Candidate: 5044 **4-6 LIFE APPS/MONTH**

Licensed Insurance Sales

Reported: 25-35 items per month / \$45-55k premium per month

State Farm 2 years, Allstate 2 years

P&C, Life & Health Licensed in FL, LA

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with an Allstate or State Farm Agency @ \$40k+ base, with the ability to earn \$70k+ total

75+ outbound dials/day, 20+ inbound calls with live leads, referral sales, pivot and cross selling, bundling, win-backs, customer service & reports selling 4-6 new life policies per month.

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EXPERIENCE

State Farm

Current

Secretary / CSR

Allstate

March 2023 - December 2024

Remote Licensed Sales Producer

- Built strong client relationships, offering tailored insurance solutions to meet needs.
- Utilized CRM software to manage leads, track data, and optimize the sales process.
- Conducted risk assessments, identified coverage gaps, and provided customized policy recommendations.
- Delivered exceptional service by addressing inquiries, resolving issues, and processing policy changes.
- Created persuasive sales pitches and closed deals by emphasizing product advantages.
- Managed a large portfolio of accounts, ensuring accurate documentation and compliance.
- Gained expertise in life, auto, and home insurance products to better advise clients.
- Worked with the claims department to expedite claim resolutions and ensure client satisfaction.
- Maintained high customer satisfaction through proactive communication and follow-ups.
- Converted leads into paying clients through strategic follow-up and relationship-building.
- Provided expert advice on insurance policies, regulations, and industry trends.
- Conducted policy renewals and achieved high client retention rates.
- Analyzed competitors to identify unique selling points for differentiating insurance offerings.
- Applied consultative selling techniques to recommend suitable coverage options.
- Managed a diverse book of business, ensuring tailored insurance solutions for individuals, families, and small businesses.

State Farm

February 2021 - March 2023

Licensed Sales Producer

- Prospected and cold-called potential clients, resulting in increased sales and new business.
- Built and maintained strong client relationships, providing exceptional customer service and addressing evolving insurance needs.
- Analyzed client coverage, identified gaps, and recommended appropriate policies for comprehensive protection.
- Managed a client portfolio, consistently meeting monthly sales targets and providing quotes for various coverage types (auto, home, life, health, commercial).
- Assisted clients through the claims process and educated them on policy details, ensuring informed decisions.
- Utilized CRM software to track leads, schedule follow-ups, and maintain accurate client records.
- Collaborated with underwriting, claims, and other teams to resolve client issues and ensure timely service.
- Negotiated competitive rates and ensured adequate coverage, while identifying cross-selling opportunities to maximize revenue.
- Conducted annual policy reviews and provided guidance on policy changes, renewals, and adjustments.
- Maintained confidentiality and adhered to privacy regulations while handling sensitive client information.

CERTIFICATIONS

P&C, Life & Health Licensed in the States of FL, LA