

Direct Hire Candidate: 5079 **1-2 LIFE APPS/MONTH**

Licensed Insurance Producer

Reported: 25-35 policies/\$20-30k premium/month

State Farm 13 years

P&C, Life & Health Licensed MS

Will work REMOTE in CST, EST, MST

Desires a Sales or Hybrid role with a State Farm Agency @ \$41k+ base, with the ability to earn \$70k+ total

20+ outbound calls/day, 15+ inbound calls, pivot and cross selling, developing their own leads, win-backs, referrals, bundling, customer service & reports selling 1-2 new life policies per month.

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EXPERIENCE

State Farm

May 2021 - Present

Licensed Insurance Producer

- Built strong customer relationships, offering personalized service and ensuring clients felt heard, comfortable, and respected.
- Managed office duties, including sales, service, document notarization, daily deposits, and mentoring new hires.
- Expert in time management and maintaining focus on driving success in daily tasks.
- Provided accurate quotes and proposals based on client needs, ensuring the right coverage for their assets or business operations.
- Increased customer retention through offering tailored solutions and conducting regular policy reviews to identify cross-sell or upsell opportunities.
- Guided and trained new producers on sales strategies, product knowledge, and client relationship management techniques.

State Farm

January 2012 - May 2021

Licensed Insurance Producer

- Prospected and cold-called potential clients to generate new business, expanding the customer base.
- Built and maintained strong client relationships, offering exceptional customer service and addressing their insurance needs.
- Prepared quotes for a variety of insurance coverages, including auto, home, life, health, and commercial policies.
- Educated clients on policy details, including features, exclusions, deductibles, and premiums, ensuring they made informed decisions.
- Used CRM software to track leads, manage client data, schedule follow-ups, and maintain accurate records of all interactions.

EDUCATION

High School

Diploma

CERTIFICATIONS

P&C, Life & Health Licensed MS

Dually licensed in P & C and Life & Health