

Direct Hire Candidate: 5091 **3-5 LIFE APPS/MONTH**

Licensed Insurance Producer

Reported: 20-30 items/\$20-30k premium/month

State Farm 2.5 years

P&C, Life & Health Licensed in TX, CA, OR, AZ & NV

Will work REMOTE in CST & EST

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$100k+ total

50+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 3-5 new life policies per month.

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Licensed Insurance Producer

EXPERIENCE

State Farm

August 2024 to January 2025

Licensed Sales/ Customer Service Hybrid

- Assisted clients in selecting the most suitable insurance policies based on their individual needs.
- Periodically reassessed and updated client policies, particularly after significant life events, to ensure continued appropriate coverage.
- Explained various insurance policies and products to both potential and existing clients, helping them choose the right coverage.
- Generated quotes, maintained client records, prepared reports, and responded to inquiries regarding insurance plans and policies.
- Regularly reviewed and updated client policies, ensuring that life changes were reflected in their coverage.
- Addressed client calls and concerns, answering questions and ensuring a clear understanding.

State Farm

August 2023 to August 2024

Customer Service Representative

- Provided expert guidance to clients, helping them select insurance policies that aligned with their unique needs and preferences.
- Explained a broad range of insurance products to both new and existing clients, ensuring they had the information needed to make informed coverage decisions.
- Demonstrated excellent communication skills, both written and verbal, when engaging with clients regarding insurance matters.
- Issued accurate quotes, kept comprehensive client records, and responded promptly to client inquiries about insurance plans.
- Main responsibilities included handling incoming calls, resolving issues, reducing costs for clients, cross-selling where possible, and ensuring all actions and communications were properly followed through.

Life Insurance Company

March 2022 to August 2023

Licensed Life Insurance Agent

- Issued accurate quotes, maintained detailed client records, and prepared reports while addressing client questions regarding insurance plans and policies.
- Recommended modifications and updates to existing clients' insurance policies to ensure they had the best coverage.
- Built customized insurance packages tailored to meet clients' specific needs and preferences.
- Advised clients on the potential risks and benefits of various policies, helping them make well-informed decisions.

CERTIFICATIONS

P&C, Life & Health Licensed in the States of TX, CA, OR, AZ & NV

SKILLS

Customer Service (10+ years), Typing (10+ years), Time Management (10+ years), Organizational Skills (10+ years), Serving Experience (10+ years), Insurance Sales (2 years), Salesforce (2 years), Cold Calling (2 years), Sales, Marketing, Outside Sales (1 year), Upselling (2 years), Financial Services