

Direct Hire Candidate: 5130

Licensed Insurance Producer

EXPERIENCE

Nationwide Insurance

October 2021 - April 2025

Licensed Account Manager

- Service existing accounts and maintain strong relationships with current clients to ensure satisfaction and retention.
- Solicit new business opportunities, utilizing marketing techniques and outreach strategies to attract potential clients.
- Manage client accounts, addressing inquiries, providing policy updates, and ensuring accurate documentation.
- Achieve sales targets and contribute to business growth by averaging over \$500K annually in new business for the company.
- Develop and implement marketing strategies to generate leads and expand the customer base.
- Provide tailored insurance solutions to clients based on their unique needs, ensuring proper coverage.
- Collaborate with underwriting and claims departments to address client concerns and assist in policy renewals.
- Monitor industry trends and competitor offerings to stay competitive in the market.
- Follow up with clients to ensure satisfaction and identify opportunities for cross-selling or upselling additional coverage.

State Farm

November 2019 - September 2021

Licensed Insurance Producer

- Provided comprehensive insurance services to both new and existing customers, addressing their needs and ensuring proper coverage.
- Assisted clients with policy updates, renewals, and claims, ensuring seamless service delivery.
- Followed established workflows and processes to maintain efficiency and compliance in handling customer inquiries and transactions.
- Utilized various marketing techniques, including referrals and outreach strategies, to generate new leads and expand the customer base.
- Educated customers on different insurance products, helping them make informed decisions about their coverage options.
- Built and maintained strong client relationships through excellent customer service, fostering trust and long-term loyalty.

CERTIFICATIONS

P&C, Life & Health Licensed IA & in All 50 States

SKILLS

Professional Skills: Business Development, Merchandising, Retail Commerce, Continuing Legal Education, Customer Account Management, Sales Management, Time Management, Sales, Administrative Operations, Customer Service, Online Research

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Licensed Insurance Producer

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

State Farm 2 years

P&C, Life & Health Licensed in All 50 States (IA)

Will work REMOTE in CST

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

30+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, and customer service.