

Direct Hire Candidate: 5123 **2-3 LIFE APPS/MONTH**

Licensed Insurance Producer

EXPERIENCE

State Farm

December 2022 - Present

Licensed Insurance Producer

- Here's your desegmented version:
 - Worked as a licensed insurance sales agent, assisting new and existing customers with their insurance needs.
 - Performed service tasks to ensure clients' policies were up-to-date and their inquiries were addressed promptly.
 - Followed workflows to ensure efficient processing and delivery of services.
 - Utilized various marketing techniques to attract and gain new clientele, expanding the customer base.

Let me know if you need further adjustments!

Farmer's

July 2022 - October 2022 (pulled out of FL
post Hurricane Ivan)

Licensed Insurance Producer

- Assisted consumers in selecting insurance policies tailored to their specific needs.
- Explained a variety of insurance policies and products to both potential and existing clients, guiding them toward the most suitable coverage options.
- Issued accurate quotes, maintained client records, prepared reports, and addressed inquiries regarding insurance plans and policies.
- Demonstrated excellent written and verbal communication skills while engaging with clients, both over the phone and in person.
- Provided expert guidance in selecting insurance policies that aligned with clients' unique needs and preferences.
- Regularly reviewed and updated client policies to ensure they reflected changes in their lives, guaranteeing continued appropriate coverage.

IT Company

August 2021 - April 2022

Sales Director

- Here's a refined version of your statement:
 - Responsible for developing policies and creating future sales positions to foster business growth in Sarasota and Manatee Counties.
 - Regularly attended GCBX and LWRBA networking events, managing and nurturing key relationships.
 - Oversaw all functions in the sales cycle to help the company achieve its desired outcomes.
 - Played a key role in driving business expansion and increasing company visibility in the local market.

Let me know if you need further modifications!

EDUCATION

University

Bachelor's Degree

CERTIFICATIONS

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

SKILLS

- Professional Skills: Sales, Business Relationship Management, Cold Calling Sales, Commercial Insurances, Customer Account Management, Upselling Skills, Insurance Sales, Insurance Claim Processing, Customer Service, Agriculture, Marine Biology, Business Development, Sales Processes, Outsourcing, Business to Business Commerce, Regional Sales, Sales Presentations, Sales Training, Mentoring, Real Estate, Asset Management, Incumbent Local Exchange Carrier, Legal Knowledge, Closing of Sales, Generation of Leads, Business Alliance, Presentations, Online Advertising, Advertising Campaigns, Outdoor Advertising, Radio Advertisement, Social Media, Organization Development, COVID-19 Testing, Wireless Communications IT Skills: Data Analysis

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Licensed Insurance Producer

Reported: 25-35 policies/month, \$40-50k premium/month

State Farm 2.3 years, Farmer's 4 months

P&C, Life & Health Licensed in FL

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$75k+ total

30+ outbound dials/day, 30+ inbound calls, pivot and cross selling, retention, commercial sales, requotes, bundling, networking, customer service & reports selling 2-3 new life policies per month.