

# Direct Hire Candidate: 5136

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Licensed Insurance Agent

## EXPERIENCE

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### Insurance Company

*July 2024 - February 2025*

Licensed Insurance Agent

- Actively licensed in all lines: property, casualty, health, and life insurance.
- Focused on servicing current customers and maintaining strong relationships with them.
- Worked with multiple insurance companies to offer the best coverage options.
- Processed claims, provided policy reviews, and ensured proper coverage for existing clients.
- Educated clients on available insurance products and suggested appropriate changes to policies.
- Assisted clients with renewing policies, making updates, and addressing any concerns.
- Managed customer inquiries and resolved issues in a timely and professional manner.
- Developed and implemented marketing techniques to acquire new clientele.

### State Farm

*October 2021 - July 2024*

Insurance Sales Agent

- Actively licensed in all lines: property, casualty, health, and life insurance.
- Focused on generating new business through cold calling, text messaging, and postcard marketing.
- Managed and nurtured relationships with current clients to maintain and expand coverage.
- Managed social media accounts and websites for two State Farm offices.
- Assisted seniors in selecting the best healthcare plans to meet their needs, providing personalized solutions.
- Collaborated with teammates to manage appointments, ensure paperwork accuracy, and host community events.
- Wrote complete enrollment from appointments during the annual election period.
- Demonstrated a proactive, can-do attitude and a willingness to help with any tasks needed.

### Insurance Company

*October 2019 to October 2021*

Licensed Insurance Agent

- Helped seniors select the most suitable healthcare plans based on their individual needs.
- Collaborated with teammates to manage appointments, ensure paperwork accuracy, and support community events.
- Contributed to seminars and addressed occasional technical issues, offering troubleshooting support.
- Achieved complete enrollment from appointments during the annual election period.
- Demonstrated a proactive, "can-do" attitude, always ready to assist where needed.

### Credit Union

*March 2019 - October 2020*

MSR/Teller

- Provide daily assistance to members, ensuring exceptional service by handling their needs efficiently.
- Process check orders, deposits, withdrawals, and provide account balances as required.
- Answer phone calls and address inquiries in a professional and timely manner.
- Perform various tasks to ensure the smooth operation of the branch, maintaining a high level of customer satisfaction.

### Life Insurance Company

*July 2018 - March 2019*

Licensed Insurance Agent

- Provided customer service by handling life insurance-related calls and addressing customer inquiries.
- Wrote new life insurance policies and managed existing customer policies.
- Assisted clients with payment processing and resolved any policy-related disputes.
- Utilized strong communication skills to ensure customer satisfaction and retention.

## CERTIFICATIONS

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**P&C, Life & Health Licensed in the State of MI**

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Licensed Insurance Agent

Reported: 40-50 items/month, \$35-45k premium/month

State Farm 2.8 years, Independent 2.5 years

P&C, Life & Health Licensed in MI

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$40-45k+ base, with the ability to earn \$65k total

50+ outbound dials/day, raw new sales, referral sales, pivot and cross selling, developing their own leads, customer service & experience selling Medicare products.