

Direct Hire Candidate: 5143 **1-2 LIFE APPS/MONTH**

Licensed Team Member

EXPERIENCE

State Farm

March 2017 - Present

Licensed Team Member

- Possess active P&C, Life & Health insurance licenses.
- Explain policy features, coverage options, benefits, and exclusions in a clear and professional manner.
- Cross-sell and up-sell additional coverages, including bundling home and auto policies.
- Work independently and meet monthly/quarterly sales goals.
- Handle policy cancellations, reinstatements, and endorsements efficiently.
- Gather and document client information, including driving records, credit reports, and risk assessments.
- Accurately complete and submit insurance applications to ensure timely policy processing.
- Maintain compliance with state insurance laws, carrier guidelines, and agency policies.
- Stay up to date with industry trends, underwriting requirements, and policy changes.
- Guide clients through the claims process and act as a liaison between them and the insurance company.
- Assist in resolving billing discrepancies, claim disputes, or policy issues.
- Show proficiency in CRM software, insurance quoting tools, and agency management systems.
- Assist consumers in selecting insurance policies that best fit their needs.
- Issue quotes, maintain client records, prepare reports, and answer client questions about insurance plans and policies
- Ability to identify and contact prospective clients
- Delivered personalized customer service, engaging with clients to ensure satisfaction and clarity.
- Help businesses, individuals, and families select an insurance policy that best fits their needs
- Maintain regular contact with existing clients to discuss renewals or add-ons
- Stay up to date with market trends and best practices of the insurance industry
- Explain various insurance policies and products to potential and existing clients, guiding them toward the best coverage

EDUCATION

High School

Diploma

CERTIFICATIONS

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

SKILLS

Professional Skills: Insurance Sales & Service, Office Management, Sales, Account Management, Upselling, Personal Assistant Experience, Cold Calling, Sales

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Reported: 50-60 policies/month, \$50-60k premium/month

State Farm 8 years

P&C, Life & Health Licensed in WV

Will work REMOTE in EST & CST

Desires a Sales or Hybrid role with a State Farm Agency @ \$41-45k base, with the ability to earn \$75k+ total

10+ outbound dials/day, 40+ inbound calls, referral sales, pivot and cross selling, bundling, creating their own leads, office management, customer service & reports selling 1-2 new life policies per month.