

Direct Hire: 5162 **1-2 LIFE APPS/MONTH**

Licensed Insurance Sales Agent

EXPERIENCE

State Farm

June 2015 - Present

Insurance Sales Agent

- Led marketing campaigns and made outbound calls to generate new leads and expand the client base.
- Actively worked as a sales producer for personal lines (auto, home, renters, etc.) and life insurance, providing tailored coverage options to meet clients' needs.
- Followed established workflows to efficiently manage and service new and existing customers.
- Utilized marketing techniques to drive client acquisition and retention, ensuring long-term relationships with clients.

Cleaning Service

August 2018 - February 2022

Housekeeper

- Worked as a licensed insurance sales agent, handling both new and existing customer accounts with a focus on providing tailored insurance solutions.
- Assisted clients by offering personalized coverage options, addressing their unique needs, and ensuring they understood their policy details.
- Followed established workflows to efficiently process new policies, renewals, and policy changes, ensuring timely and accurate service.
- Employed various marketing techniques, including cold calling, networking, and social media engagement, to attract new clients and expand the customer base.
- Built and maintained strong relationships with clients through exceptional service, addressing inquiries and concerns, and offering ongoing support to ensure customer satisfaction and retention.

Farmers

February 2020 - May 2020

Receptionist/agent in training

- Served as a licensed insurance sales agent, responsible for selling a wide range of insurance products, including auto, home, life, and health insurance to both new and existing clients.
- Provided exceptional customer service by addressing client inquiries, assisting with policy changes, and ensuring clients understood their coverage options.
- Followed established workflows to ensure efficient processing of new business, policy renewals, and claims, maintaining accurate records and timely follow-ups.
- Utilized various marketing strategies, including cold calling, referrals, and networking, to generate leads and expand the client base, helping drive new business growth.
- Built and maintained strong relationships with existing clients, regularly reviewing their coverage needs and making recommendations for policy updates to ensure optimal protection.

CERTIFICATIONS

P&C, Life Licensed in the State of AR

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Licensed Insurance Sales Agent

Reported: 50-60 policies/month, \$30-40k premium/month

State Farm 6 years, Independent 6 months

P&C, Life Licensed in AR

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$40-45k base, with the ability to earn \$60k+ total

100+ outbound dials/day, inbound calls with live leads, referral sales, pivot and cross selling, bundling, creating their own leads, customer service & reports selling 1-2 new life policies/month