

Direct Hire: 5172 **2-4 LIFE APPS/MONTH**

Licensed Insurance Producer

EXPERIENCE

State Farm

July 2022 - March 2025

Licensed Insurance Producer

- Delivered tailored insurance solutions to clients, considering their unique needs and risk profiles.
- Analyzed and assessed clients' existing insurance policies to ensure adequate coverage and protection.
- Educated clients on a variety of insurance products, clearly explaining policy terms, conditions, and exclusions to help them make informed decisions.
- Utilized CRM software to efficiently track leads, manage client data, and follow up on sales opportunities to maintain strong client relationships.

Farmers

January 2022 - July 2022

Licensed Insurance Agent

- Generated new business through effective prospecting and cold calling, resulting in a significant increase in the client base.
- Provided tailored insurance solutions to clients by assessing their individual needs and risk profiles, ensuring comprehensive coverage.
- Utilized CRM software to track leads, manage client information, and follow up on sales opportunities, optimizing the sales process and client engagement.
- Developed long-term relationships with clients, offering personalized services and continuous support, contributing to customer retention and satisfaction.
- Met and exceeded monthly sales goals by leveraging various marketing techniques to attract new clientele and expand the customer base.

Independent Insurance

September 2021 - June 2022

Insurance Agent

- Made phone calls to a list of leads, ensuring to filter out invalid numbers for efficient follow-up.
- Engaged with prospects in a friendly and approachable manner, ensuring conversations were comfortable and informative to maintain their interest.
- Prospected and generated new leads through various channels, including referrals, networking events, and cold calling to expand the client base.

CERTIFICATIONS

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

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Reported: 35-45 policies/month, \$35-45k premium/month

State Farm 2.8 years, Farmers 6 months

P&C, Life & Health Licensed in TX & FL

Will work REMOTE in CST & EST ** MUST Offer health, Vision, Dental or Stipend

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

50+ outbound dials/day, 2+ inbound calls with live leads, pivot and cross selling, bundling, referral selling, and
customer service. Reports selling 2-4 new life policies/month.