

Direct Hire: 5187 **1-2 LIFE APPS/MONTH**

Licensed Insurance Producer

EXPERIENCE

Kitchen Supplies Manufacturer

2024 - 2025

Traveling Sales Position

- Travel to various locations to meet potential and existing clients, promoting products and services.
- Conduct sales presentations and product demonstrations to potential clients.
- Provide market feedback and insights to management for demonstration improvements and strategy adjustments.
- Maintain accurate records of sales activities, client interactions, and sales performance.

State Farm

2022 - 2023

Licensed Insurance Producer

- Reached out to new prospects to present Property & Casualty, Health, and Life insurance products.
- Maintained strong relationships with current clients, addressing their needs and offering suitable coverage options.
- Scheduled appointments through leads and referrals, ensuring efficient follow-up.
- Presented and sold insurance products, ensuring compliance with policies and standards.
- Cross-sell and up-sell additional coverages, including bundling home and auto policies.
- Develop customized insurance plans tailored to clients' unique needs.
- Provide exceptional customer service.
- Prepared detailed reports to track sales progress and client interactions.

Mattress Company

2007 - 2020

Sales

- Presented products tailored to meet customer needs and preferences.
- Applied various sales techniques to effectively cater to each customer's unique requirements.
- Maintained strong customer relationships to drive repeat business and increase sales.
- Actively pursued advertising opportunities and conducted follow-up calls to engage potential clients.
- Consistently met or exceeded sales goals, achieving targets set by the company.

CERTIFICATIONS

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

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Licensed Insurance Producer

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

State Farm 1.5 years

P&C, Life & Health Licensed in SC

Will work REMOTE in EST, CST & MST

Desires a Sales or Hybrid role with a State Farm Agency @ \$37-40k base, with the ability to earn \$80k+ total

80+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 1-2 new life policies per month