

# Direct Hire Candidate: 5221

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Licensed Team Member

*Experienced communications professional licensed in Life, Health, Property, and Casualty, dedicated to helping clients manage risk with personalized insurance solutions. Skilled at connecting with people, educating them on their options, and guiding informed decisions for a secure future.*

## EXPERIENCE

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### Local State Farm Agency

*September 2023 - February 2025*

Licensed Team Member

- Managed client interactions in a small office environment, handling phone calls and office visits to provide exceptional service.
- Scheduled policy reviews for clients, working with the agent to ensure coverage met their evolving needs.
- Wrote and modified policies to address client requirements and provided expert advice on coverages and accounts.
- Built strong relationships with policyholders, addressing inquiries and offering personalized solutions.
- Took on additional responsibilities as the sole licensed professional in the office, ensuring smooth operations beyond the original role.
- Worked remotely when necessary, demonstrating flexibility and adaptability to changing conditions.

### Local Insurance Agency

*April 2023 - July 2023*

Licensed Sales Professional

- Worked in a bilingual State Farm office, licensed for Life, Health, Property, and Casualty insurance products.
- Scheduled appointments to review policies with customers and the agent, ensuring comprehensive coverage.
- Provided private and business quotes, tailoring solutions to meet client needs.
- Operated as a licensed producer, driving sales and fostering strong client relationships.

### Insurance Agency

*December 2022 - March 2023*

Licensed Producer

- Utilized internet leads and self-generated prospects to bring in new business and expand the client base.
- Learned systems and products at my own pace, enabling me to effectively educate customers on available insurance options.

## EDUCATION

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### University

Bachelor's Degree in Broadcast Communications

## SKILLS

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- Professional Skills: Sales, Soccer, Wholesaling, Loans, Procurement Management, Business Development, Agriculture, Health Care, Customer Service, Insurance Management and Aftercare, Broadcasting, Retail Commerce, Cold Calling Sales, Insurance Sales, Loan Origination Process, Risk Analysis, AP Stylebook, Project Management, Team Management, Census, Blogging Skills, Brand Management, Content Creation, Content Management, Copywriting, Editing, Filmmaking, Graphic Design, Journalism, Public Relations, Social Media, Crisis Management, Photography Skills IT Skills: Microsoft Office, Microsoft Word, Video Editing

## CERTIFICATIONS

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### Property & Casualty Licensed

State of NC

## Direct Hire Candidate: 5221

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Licensed Team Member

Direct Hire Candidate: 5221 \$3,500

Reported: 20-30 items/month, \$20-30k premium/month

Experience: State Farm 2 years, Farmer's 6 months

P&C, Life & Health Licensed in NC

Will work REMOTE in EST only

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k+ base, with the ability to earn \$55k+ total

30+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, bundling, policy reviews, selling from the book of business & customer service