

Direct Hire Candidate: 5226 **4-6 Life apps/month**

Licensed Team Member

Results-driven sales professional with 22+ years of experience in auto, home, life, and health insurance. Proven closer with a strong focus on client protection, ethical conduct, and delivering consistent revenue growth and top-tier customer service.

EXPERIENCE

Local State Farm Agency

2024-2025

Licensed Team Member

- Conducted comprehensive reviews of customer policies, identifying opportunities to enhance coverage and successfully selling additional policies to meet evolving client needs.
- Presented and communicated the value of a wide range of insurance products, including auto, home, life, health, and commercial lines, to prospective clients.
- Provided exceptional customer service, addressing inquiries, processing policy changes, and assisting with claim submissions.
- Generated new business opportunities through proactive prospecting, networking events, referrals, cold calling, and online platforms.

Insurance Company

2023-2024

Consultant

- Consulted with clients and prospects to assess life insurance needs and provide rate quotes and coverage recommendations.
- Assisted with completing applications and obtained underwriting approvals for policy issuance.
- Built strong relationships with clients, providing superior customer service throughout the process.

Local State Farm Agency

2023 - 2023

Licensed Team Member

- Conducted comprehensive policy reviews, identifying opportunities to enhance coverage and selling additional policies to meet client needs.
- Presented and explained the value of various insurance products, including auto, home, life, health, and commercial lines, to prospective clients.
- Provided exceptional customer service, handling inquiries, policy changes, and claim submissions efficiently.
- Generated new business opportunities through proactive prospecting, networking events, referrals, cold calling, and online platforms.

SKILLS

- Professional Skills: Sales, Cold Calling Sales, Insurance Management and Aftercare, Generation of Leads, Customer Service, Marketing, Knowledge of Finance, Business Development, Consulting, Financial Planning, Risk Aversion, Financial Underwriting, Administrative Operations, Business Processes, Requirements Analysis, Customer Loyalty Programs, Community Marketing, Fundraising, Customer Retention, Business to Business Commerce, Event Management, Money Investments, Fact-Finding, Scheduling, Long-Term Care, Oncology, Customer Relationship Management, Time Management, Negotiation Skills, European Quality Improvement Systems, Agriculture IT Skills: Microsoft Software, Salesforce.Com

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of TX

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Licensed Team Member

Direct Hire Candidate: 5226 \$3,500 4-6 LIFE APPS/MONTH

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

State Farm 4 years

P&C, Life & Health Licensed in TX

Will work REMOTE in CST

Desires a Sales role with a State Farm Agency @ \$40-45k base, with the ability to earn \$85k+ total

90+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 4-6 new life policies per month