

Direct Hire Candidate: 5281

Licensed Team Member

Insurance professional with over 20 years of experience in both captive and independent agency settings, specializing in management, sales, service, marketing, and claims. Experienced in remote and in-office roles. Retired military spouse seeking a sales or service position with unlimited income potential.

EXPERIENCE

Local State Farm Agency

February 2024 - Present

Licensed Team Member

- Conducted insurance sales for both personal and commercial lines, providing tailored solutions to meet clients' needs.
- Developed and executed marketing strategies to attract new clients and retain existing business.
- Managed personal and commercial accounts, ensuring clients were adequately covered and satisfied with their policies.
- Built and maintained relationships with clients to understand their evolving insurance needs and ensure continuous coverage.

Insurance Company

August 2023-February 2024

Licensed Sales Representative

- Managed a portfolio of commercial accounts, providing tailored Property & Casualty insurance solutions to meet client needs.
- Conducted sales and marketing initiatives to generate new business, increase market share, and grow the commercial client base.
- Collaborated with underwriters to ensure appropriate coverage levels and risk assessments for commercial clients.

Local State Farm Agency

December 2022 - August 2023

Insurance Account Representative

- Managed both personal and commercial accounts, offering tailored insurance solutions to meet client needs.
- Conducted insurance sales, including policy explanations, coverage options, and premium assessments.
- Provided ongoing customer service, addressing inquiries, processing claims, and making necessary policy adjustments.
- Developed and maintained strong relationships with clients, ensuring their continued satisfaction and policy renewals.
- Worked closely with underwriters and other departments to ensure accurate coverage and timely service.

Insurance Company

February 2020 - December 2022

Commercial Insurance Specialist

- Managed and serviced both commercial and personal lines accounts, ensuring client needs were met with appropriate coverage and policies.
- Developed and maintained a loyal customer base through strong relationship-building, proactive communication, and follow-up.
- Utilized cross-selling techniques to market additional products, enhancing client coverage and increasing overall sales.
- Worked in a hybrid setting, balancing in-office tasks with remote work to efficiently handle customer accounts and achieve sales targets.

SKILLS

- Professional Skills: Insurance Sales, Marketing, Commercial Insurances, Cross Selling, Insurance Management and Aftercare, Management of Marketing, Insurance Claim Processing, Negotiation Skills, Casualty Insurance, Business Marketing, Generation of Leads, Social Work, Customer Account Management, Customer Service, Closing of Sales, Cold Calling Sales

CERTIFICATIONS

Property & Casualty

State of New York

Life and Health Licensed

State of AL & TN

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Reported: 30-40 policies/month, \$25-35k premium/month

State Farm 2.5 years, Farmer's 6.5 years

P&C Licensed in NY, Life & Health Licensed in AL & TN

Will work REMOTE in any time zone

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

50+ outbound dials/day, 20+ inbound calls, pivot and cross selling, referral sales, creating their own leads, bundling, commercial sales, win-backs, retention, marketing management & customer service