

# Direct Hire Candidate: 5282 **\*\*3-5 Life apps/month\*\***

Licensed Team Member

*Highly motivated professional with over 15 years of experience in sales and risk management, specializing in property and casualty products. Proven track record of exceeding expectations by building strong client relationships and consistently closing deals.*

## EXPERIENCE

### Insurance Company

May 2024 - Present

Sales Producer

- Answered inbound calls and made 75+ outbound calls daily to acquire new products, consistently achieving top performer status.
- Managed all phases of the sales cycle, including prospecting, closing, and follow-up, ensuring seamless customer experiences.
- Applied strong time management and organizational skills to effectively handle customer calls and emails.
- Stayed current on insurance regulations and industry changes, proactively educating clients on relevant updates.

### Local State Farm Agency

September 2019-April 2024

Operations Manager

- Communicated strategy, initiatives, and metrics across the agency, ensuring alignment and clear goals for all teams.
- Managed multiple teams of up to 40 employees, overseeing both sales and service functions, and optimizing workflows for efficiency.
- Developed and implemented comprehensive insurance plans tailored to client needs, while conducting regular meetings to assess and recommend coverage adjustments.
- Managed all phases of the sales cycle, including prospecting, closing, and follow-up, while consistently applying time management and organizational skills.
- Stayed up-to-date with insurance regulations and industry changes, proactively educating clients on relevant updates to ensure they maintain proper coverage.

### Insurance Company

May 2017–September 2019

Member Solutions Specialist

- Answered inbound calls from current members, assisting with insurance needs and identifying gaps in coverage across policies.
- Delivered excellent service on every call, educating members on available products to ensure their financial security and securing new product acquisitions to meet monthly quotas.
- Supported colleagues by creating and distributing informative tools, fostering an environment of success and collaboration to ensure members are properly protected.
- Acted as a Point of Contact for colleagues seeking guidance on insurance designations and certifications, helping with their educational and self-development goals.
- Facilitated feedback between employees and leadership, ensuring diverse perspectives are considered for a positive and inclusive employee experience.

## SKILLS

Professional Skills: Insurance Management and Aftercare, Sales, Generation of Leads, Sales Processes, Life Insurance, Profit-Based Sales Targets, General Insurance, Financial Planning, Customer Communications Management, Business Development, Commercial Insurances, Negotiation Skills, Sales Reports, Upselling Skills, Casualty Insurance, Financial Underwriting, Property Insurance, Umbrella Insurance, Risk Analysis, Risk Management, Customer Service, Strategies of Marketing, Strategies of Pricing.

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of FL

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Licensed Team Member

Direct Hire: 5282: **\*\*3-4 LIFE APPS/MONTH\*\***

Reported: 60-70 items/month / \$50-60k premium/month

State Farm 4.5 years, Geico 7 years, Independent 1.5 years, USAA 2.5 years

Licensed in P&C, Life & Health FL 2-15, 2-20

Will work REMOTE ONLY in any time zone

Desires a Sales role with a State Farm or Allstate Agency @ \$45k+ base with ability to earn \$75k+ total

Background includes 75+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, lead generation, referral sales, customer service, and sales and operations management.

Former Agency Aspirant. Reports 3-4 new life policies sold per month, specializing in whole life policies.