

# Direct Hire Candidate: 5394 \*\*1 Life App/Month\*\*

Licensed Team Member

*Efficient and results-driven Insurance Producer with 3 years of experience specializing in personal lines and life insurance. Proven track record of exceeding sales goals and improving client retention through in-depth needs assessments and personalized service. Licensed in multiple states and committed to staying up to date on industry trends and regulatory changes to ensure compliance and deliver exceptional client experiences.*

## EXPERIENCE

### Local State Farm Agency

February 2024 - Present

Licensed Team Member

- Provide tailored insurance solutions across personal lines (auto, home, renters), life insurance, and fixed annuities to help clients protect assets and plan for long-term financial security.
- Consistently exceed monthly sales targets, driving year-over-year portfolio growth and improving client retention.
- Conduct in-depth needs analyses to educate clients on coverage options aligned with risk tolerance, family goals, and retirement plans.
- Build and sustain a strong client base through proactive lead generation, referrals, and ongoing personalized follow-ups.
- Stay informed on industry trends, product developments, and regulatory updates to ensure compliance and exceptional service.
- Collaborate cross-functionally with underwriting and service teams to expedite policy issuance and ensure a seamless client experience.
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### Insurance Company

August 2022 - February 2024

Licensed Insurance Producer

- Developed and maintained strong relationships with existing clients by delivering exceptional service and addressing evolving insurance needs.
- Analyzed current coverage to identify gaps and recommend policy upgrades, increasing client protection and policy value.
- Prepared accurate quotes and tailored proposals based on clients' individual risk profiles and insurance requirements.
- Educated clients on available insurance products, helping them make informed decisions aligned with their needs.
- Managed a high volume of leads through referrals, online campaigns, and targeted outreach, expanding the client base.
- Utilized CRM software to track interactions, manage pipeline activities, and report on key sales performance metrics.
- Consistently achieved monthly sales targets by applying effective sales strategies and client engagement techniques.

### Fast Food Restaurant

January 2021 - August 2022

Grill Operator

- Operated and maintained grill equipment, ensuring proper temperature control and compliance with food safety standards
- Monitored inventory levels of grilling supplies and ingredients; placed orders as needed to maintain stock
- Trained new grill operators on proper grilling techniques, safety protocols, and operational procedures
- Maintained a clean and sanitary grill station, adhering to health department regulations and sanitation guidelines

## SKILLS

- Professional Skills: Customer Service, Customer Retention, Profit-Based Sales Targets, Generation of Leads, Regulatory Requirements, Risk Aversion, Customer Relationship Management, Digital Marketing, Insurance Management and Aftercare, Writing of Reports, Sales Performance Management, Insurance Sales, Time Management, Typing Skills, Filing Skills, Administrative Operations

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of PA

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Reported: 25–35 items/month, \$20–30k premium/month

Experience: State Farm 1.5 years, Independent 1.5 years

Licensed in P&C, Life & Health – PA

Will work REMOTE in EST, CST, MST

Desires a Sales or Hybrid role with a State Farm Agency @ \$40–45k base, with the ability to earn \$70k total

A State Farm team member is looking for a remote position with a State Farm agency. The candidate has worked in roles that include both outbound and inbound calls and is used to doing: 150+ outbound dials/day, 50+ inbound calls/day, referral sales, pivot and cross selling, bundling, policy reviews, winbacks, and customer service. The candidate reports averaging 1 new life sale per month.