

Direct Hire Candidate: 5428

Licensed Team Member

Talented Insurance Sales Agent with strong knowledge of insurance policies, coverage options, and industry regulations. Experienced in delivering tailored solutions that meet individual client needs. Outgoing and personable, with excellent task prioritization and time management skills. Committed to providing exceptional service and driving consistent sales results.

EXPERIENCE

Local State Farm Agency

April 2024 - Present

Licensed Team Member

- Delivered prompt and courteous support as a Customer Care Specialist, consistently adhering to confidentiality protocols and service standards
- Assisted policyholders with questions, concerns, and policy changes, including escalated issues and premium discrepancies
- Processed payments and guided customers through total premium explanations and billing-related inquiries
- Provided clear explanations of policy updates, ensuring a positive customer experience and exceeding expectations on each call
- Handled multi-state policies, processing renewals, replacements, driver and vehicle changes, and coverage adjustments with accuracy

Insurance Company

February 2023 - Present

Insurance Agent

- Collected insurance premiums in a timely manner to ensure coverage activation by effective dates
- Conducted client meetings to explain product offerings and policy options tailored to individual needs
- Created and executed promotional strategies to expand customer base and generate new business
- Followed up with prospective clients to address questions and secure policy sales

Insurance Company

March 2023 - January 2024

Licensed Insurance Agent

- Managed inbound and outbound calls, redirecting inquiries appropriately and ensuring timely follow-up
- Consistently met daily goals by processing new business applications with accuracy and efficiency
- Completed underwriting tasks and collaborated with insurance carriers to facilitate approvals and issue policies
- Communicated with clients via email, sending welcome letters and e-signature documents to finalize applications

SKILLS

- Professional Skills: Sales, Customer Service, Closing of Sales, Telephone Call Reception Management, Financial Underwriting, Insurance Sales, Cold Calling Sales, Insurance Management and Aftercare, Telephone Skills, Prioritization of Requirements, Professional Customer Services, Retail Commerce, Time Management, Typing Skills, Customer Support, IT Skills: Microsoft Excel, Microsoft Windows, Microsoft Office, QuickBooks

CERTIFICATIONS

Property & Casualty Licensed

State of TX

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Licensed Team Member

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

Experience: State Farm 1.2 years

Licensed in P&C – TX

Will work REMOTE in CST, MST

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

A State Farm team member is looking for a remote opportunity with an agency. The candidate has a background in 30 outbound dials/day, 50 inbound calls, referral sales, pivot and cross selling, lead generation, bundling, and customer service.