

Direct Hire Candidate: 5433 **5-7 Life Apps/Month**

Licensed Team Member

Highly motivated and licensed Insurance Producer with a diverse background in HR management, sales, customer service, and healthcare. Recognized for being personable, detail-oriented, and driven to succeed in fast-paced environments. Demonstrates strong office and communication skills with a passion for exceeding performance goals. In the second month of my insurance career, I sold 118 policies and have consistently maintained an average of 85–95 policies per month. A go-getter with exceptional organizational abilities and a strong commitment to team success.

EXPERIENCE

Local Allstate Agency

July 2024-Present

Licensed Sales Professional

Local State Farm Agency

June 2024 - July 2024

Licensed Team Member

Local State Farm Agency

September 2023 - June 2024

Licensed Team Member

Local State Farm Agency

May 2022 - September 2023

Licensed Team Member

- Licensed in Property, Casualty, and Life insurance with a strong track record of delivering tailored coverage solutions to meet individual client needs.
- Broke office records for most policies sold in a day (18), week (36), and month (118) within just the second month in a sales role.
- Demonstrated in-depth product knowledge and the ability to clearly explain policy options, ensuring client confidence and satisfaction.
- Provided exceptional customer service and post-sale support, fostering long-term relationships and client retention.
- Played a key role in team success by mentoring peers, promoting a collaborative work culture, and contributing to office performance goals.

Home Care Agency

December 2021 - April 2022

HR/Operations Manager

- Served as the primary support to the company owner, overseeing all day-to-day office operations and staff management.
- Managed employee lifecycle tasks including onboarding, offboarding, scheduling, and performance oversight.
- Closed sales during client intake meetings and conducted weekly supervisory visits to ensure service quality.
- Maintained accurate records through internal software and hard-copy filing systems, ensuring compliance and accessibility.
- Handled all incoming calls, set appointments and interviews, and resolved internal and client-facing issues using strong problem-solving skills.
- Reported directly to the company owner, providing regular updates and ensuring alignment with business goals.

SKILLS

Professional Skills: Customer Service, Sales, Business Administration, Customer Relationship Management, Closing of Sales, Insurance Management and Aftercare, Insurance Sales, Negotiation Skills, Customer Account Management, Team Management, Business Development, Confidentiality, Scheduling IT Skills: Microsoft Office, Microsoft Word, Microsoft Outlook, Salesforce

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of MI, WI, NC, SC, IN & IL

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Licensed Team Member

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

Experience: State Farm 3 years

Licensed in P&C, Life & Health – MI, WI, NC, SC, IN, IL

Will work REMOTE in EST, CST (Midwest agents only)

Desires a Sales role with a State Farm agency @ \$43-45k base, with the ability to earn \$90k total

A high-performing former State Farm team member is seeking a remote role with a Midwest-based agency. This candidate has experience in 50+ outbound dials/day, inbound calls with live lead transfers, pivot and cross selling, referral sales, bundling, working raw leads, and customer service. They report consistently selling 5-7+ new life policies per month.