

Direct Hire Candidate: 5436 **1-2 Life Apps/Month**

Licensed Team Member

EXPERIENCE

Local Allstate Agency

May 2025 - July 2025

Licensed Insurance Agent

Local State Farm Agency

December 2022 - May 2025

Licensed Insurance Sales Agent

- Sold Property & Casualty and Life insurance policies by assessing client needs and recommending appropriate coverage
- Conducted policy reviews with customers to identify gaps and offer tailored insurance solutions
- Handled inbound calls, providing prompt and knowledgeable support for policy inquiries and service requests
- Processed customer payments accurately and efficiently using agency systems
- Maintained detailed and up-to-date records of client interactions, quotes, and policy changes

Painting Company

June 2012 - December 2022

Owner

- Co-own and operate a home services business specializing in pressure washing, painting, and staining projects.
- Manage day-to-day business operations, including scheduling, customer service, and overseeing project timelines.
- Provide expert consultation to clients on restaining, repainting, and new construction needs.
- Supervise employees to ensure high-quality workmanship and adherence to safety standards.
- Maintain strong customer relationships through reliable communication, timely service, and attention to detail.

Print Company

March 1997 - June 2012

Sales Representative

- Developed customized marketing strategies for local businesses within assigned territory, helping clients design effective advertisements and full-scale campaigns.
- Conducted cold calls and in-person outreach to acquire new advertising clients and expand customer base.
- Led community fundraising efforts for the American Heart Association and American Cancer Society, organizing multiple events annually to raise awareness and contributions.
- Collaborated with clients to understand their business goals and deliver marketing solutions that aligned with brand identity and budget.
- Built long-term client relationships through consistent follow-up, creative problem-solving, and exceptional service.

SKILLS

Professional Skills: Sales, Cold Calling Sales, Insurance Sales, Insurance Management and Aftercare, Customer Service, Conflict Resolution, Scheduling, Administrative Operations, Customer Support, Data Entry Skills IT Skills: Data Processing, Microsoft Windows, Microsoft Office

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of NC & AL

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Reported: 35-45 policies/month, \$35-45k premium/month

Experience: State Farm 2.5 years, Allstate 3 months

Licensed in P&C, Life & Health - NC, AL

Will work REMOTE in EST, CST

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

A former State Farm team member and a producer with Allstate experience is looking for a remote opportunity. The candidate is experienced in 150+ outbound dials/day, 30+ inbound calls, pivot and cross selling, referral sales, bundling, win-backs, self lead generation, lead list creation, and delivering excellent customer service. The candidate reports 1-2 new life policies sold per month during their time with State Farm.