

# Direct Hire Candidate: 5438 \*\*\*1 life app/month\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### Progressive Insurance

March 2023- June 2025

Licensed Insurance Producer

- Recommend and sell auto, home, life, health, and commercial insurance policies
- Explain policy features, coverage options, benefits, and exclusions in a clear and professional manner
- Cross-sell and up-sell additional coverages, including bundling home and auto policies
- Develop customized insurance plans tailored to clients' unique needs
- Provide exceptional customer service by addressing inquiries, policy changes, and renewals
- Follow up with potential and existing clients to maintain strong relationships and ensure policy retention

### State Farm Insurance

February 2022 - March 2023

Licensed Insurance Producer

- Maintained high standards of customer service by building strong, trusting relationships with clients
- Responded promptly to customer calls and inquiries, resolving issues and answering questions with professionalism
- Conducted direct marketing outreach through mailings and phone calls to engage potential clients and generate leads
- Dedicated ample time to review and explain documents with clients, ensuring clear understanding and informed decision-making
- Identified client needs and successfully upsold additional products and services to enhance coverage and value
- Demonstrated a consistent, positive attitude with customers, peers, and leadership—even in high-pressure situations

### Car Dealership

September 2018 - October 2021

Business Development Manager

- Reached out to potential customers via telephone, email, and in-person inquiries to generate new leads and opportunities
- Negotiated, prepared, and executed contracts with clients to secure long-term partnerships
- Developed and implemented strategic marketing initiatives to drive new business and expand market presence
- Identified and pursued high-value business opportunities, increasing company revenue and improving profit margins
- Consistently exceeded sales quotas by penetrating new accounts and expanding existing client relationships
- Uncovered and qualified prospects using external tools and resources to target ideal markets
- Negotiated and closed long-term agreements within assigned territory, contributing to sustained growth
- Prospected an average of 500 new leads weekly through cold calling, site visits, and customer referrals

## EDUCATION

### Virginia Collage

March 2013

Associate of Science (Health Management And Clinical Assistance)

## CERTIFICATIONS

Licensed in P&C, Life – AL

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Reported: 30–40 policies/month, \$40–50k premium/month

Experience: State Farm 1.1 years, Progressive 2.2 years

Licensed in P&C, Life – AL

Will work REMOTE in CST, EST, MST

Desires a Sales or Hybrid role with a State Farm agency @ \$40–45k base, with \$70k+ earning potential

100+ outbound dials/day, handling 20+ inbound calls with live leads, pivot & cross selling, bundling, referral sales, & calling raw leads for a startup agent. They average 1 new life sale per month and are experienced in full-service customer care.