

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.