

Direct Hire Candidate: 5451

Licensed Team Member

Results-driven Insurance Producer with a calculated yet genuinely empathetic approach to client needs. I spearhead strategic business expansion, cultivating lasting relationships, and consistently driving growth goals, all founded on strong ethical practice. Authorized to work in the US for any employer

EXPERIENCE

Insurance Agency

March 2025-present

Licensed Insurance Sales

Local State Farm Agency

May 2022 - February 2025

Licensed Team Member

- Executed strategic prospecting initiatives to boost client engagement and expand market reach.
- Increased in-office traffic and improved online visibility by actively soliciting and managing Google reviews.
- Applied empathy-driven sales techniques to build strong client relationships and foster long-term loyalty.
- Advised clients on optimal coverage solutions, balancing comprehensive protection with competitive pricing.
- Resolved complex coverage issues through thorough research and problem-solving, ensuring high client satisfaction.

Private Employer

August 2015 - Present

IT Specialist

- Optimized complex technical systems to enhance performance and ensure operational reliability, contributing to seamless business operations. * Applied analytical skills to improve system performance and data integrity, contributing to robust and reliable technological solutions. * Systematically diagnosed and resolved complex technical issues, ensuring timely resolution and minimizing disruption to critical functions. * Managed sensitive proprietary data and systems with utmost discretion, upholding rigorous security and confidentiality protocols.

EDUCATION

High School

Diploma

SKILLS

- Professional Skills: Safety Principles, Business Processes, Confidentiality, Customer Relationship Management, Research Skills, Sales, Strategies of Pricing, Customer Experience, Business Development, Customer Communications Management, Insurance Management and Aftercare, Generation of Leads, Business Strategies, Metrics
- IT Skills: Data Integrity

CERTIFICATIONS

Property & Casualty

State of AZ & NV

Life and Health Licensed

State of AZ

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Reported: 30–40 policies/month, \$20–30k premium/month

Experience: State Farm 2.5 years

Licensed P&C, Life & Health in AZ | P&C only in NV

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40–45k base, with the ability to earn \$65k+ total

This State Farm team member is looking for a remote opportunity and brings strong production and outreach experience. Candidate handles 80+ outbound dials/day and 30+ inbound calls/day, with a background in pivot and cross selling, referral sales, bundling, and high-quality customer service.