

# Direct Hire Candidate: 5468 \*\*\*4-6 LIFE APPS/MO\*\*\*

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Licensed Insurance Producer

## EXPERIENCE

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### State Farm Insurance

February 2017 - Present

Licensed Insurance Producer

- Oversaw all sales initiatives, tracking weekly, monthly, and annual performance metrics
- Specialized in life and commercial insurance, delivering tailored solutions to clients
- Created and maintained all sales scripts used in onboarding and training new team members
- Scheduled financial appointments for the agent, with a focus on annuity products and client education

### Allstate Insurance

February 2016 - February 2017

Account Manager

- Provide exceptional customer service by addressing inquiries, policy changes, and renewals
- Accurately complete and submit insurance applications to ensure timely policy processing
- Demonstrate strong communication and interpersonal skills to build lasting client relationships

## SKILLS

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- Cold Calling
- Account Management
- Team Management
- Life Insurance Specialist
- In-Depth Policy Reviews
- Underwriting
- Sales
- Customer Service
- Strong Communication Skills

## CERTIFICATIONS

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Licensed P&C, Life & Health in TX

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Licensed Insurance Producer

Reported: 35-45 policies/mo, \$40-50k premium/mo

Experience: State Farm 9.5 years, Allstate 1 year

Licensed P&C, Life & Health in TX

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$42-45k base, with \$65k+ earning potential

50+ outbound dials/day, brings a well-rounded background in referral sales, pivot & cross selling, bundling, commercial sales, win-backs, lead generation, networking, & customer service. As the lead account manager, they also handle creating lead lists and working the book. Reports 4-6 new life policies sold per month.