

# Direct Hire Candidate: 5465

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Licensed Insurance Producer

## EXPERIENCE

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### State Farm Insurance

*June 2022 - Present*

Service and Sales Representative, Marketing manager

- Delivered exceptional service and support as a Service and Sales Representative, assisting customers with policy changes and inquiries
- Guided clients through the insurance process, helping them obtain appropriate coverage tailored to their needs
- Managed marketing initiatives to increase brand awareness and generate new business leads
- Fostered strong customer relationships to drive retention and satisfaction
- Maintained up-to-date knowledge of insurance products and services to provide accurate information and recommendations

### Insurance Company

*December 2021 - March 2022*

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- Managed daily office operations to ensure smooth workflow and efficiency
- Delivered exceptional customer service, resolving inquiries and maintaining strong client relationships
- Served as a state-registered representative, handling vehicle registration and title processing
- Quoted and bound home and auto insurance policies, ensuring accuracy and compliance with underwriting guidelines
- Maintained active insurance licenses

### Supermarket

*October 2017 - November 2021*

Store Associate

- Trained and supervised staff to ensure adherence to company standards and operational efficiency
- Oversaw daily store operations, including stocking, cleaning, and opening/closing procedures
- Handled cash and electronic transactions with accuracy and accountability
- Addressed and resolved customer concerns to maintain high levels of satisfaction
- Led a team of associates for curbside pickup service during the COVID-19 pandemic
- Ensured consistent implementation of health and safety procedures for staff and customers

## CERTIFICATIONS

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**Licensed P&C, Life & Health in MD, DE, DC, VA**

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

Experience: State Farm 3.1 years, Independent 4 months

Licensed P&C, Life & Health in MD, DE, DC, VA

Will work REMOTE in any U.S. time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$45k+ base, with \$50k+ earning potential

70+ outbound dials/day and 25+ inbound calls, with experience in pivot & cross selling, bundling, win-backs, referral sales, self-generated leads, working the book of business, & delivering high-level customer service.