

# Direct Hire Candidate: 5474 \*\*\*6-10 LIFE APPS/MO\*\*\*

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Licensed Insurance Producer

## EXPERIENCE

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### State Farm Insurance

June 2024 - Present

Licensed Insurance Producer

- Licensed Service and Sales Producer with active Property & Casualty, Life, Health, and Annuities licenses; fully appointed by State Farm
- Drive multi-line production and customer retention through proactive sales and relationship management
- Responsible for writing, servicing, billing, and conducting policy reviews for all Property & Casualty policies
- Deliver exceptional customer service by building meaningful client relationships and establishing trust
- Passionate about educating clients, addressing their needs, and providing tailored insurance solutions

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### Restaurant

January 2016 - August 2023

Assistant General Manager

- Promoted multiple times from Server to Training, Bartending, Event Sales, and ultimately Restaurant Manager, due to strong performance in sales, customer service, and leadership
- Oversaw all daily operations of the restaurant, ensuring a high-quality dining experience and smooth service
- Hire, train, and supervise staff to maintain performance standards and uphold company policies
- Foster a positive, upbeat work environment that encourages teamwork and exceptional customer service
- Maintain dining room appearance and customer satisfaction through attention to detail and proactive management

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### Restaurant

May 2020- November 2021

Bartender

- Operated independently in a high-volume dive bar with elevated menu, managing bar, dine-in, and carryout service simultaneously
- Handled all guest interactions, including bartending, order taking, food running, and customer service for both dine-in and takeout patrons
- Managed to-go orders via phone, DoorDash, and Uber Eats platforms
- Conducted end-of-shift procedures including cash handling, inventory checks, and back-of-house staff checkouts
- Maintained a high standard of service in a fast-paced environment with minimal staffing, requiring strong multitasking and time management skills

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### Barber Shop

March 2020- August 2021

Barber/Stylist

- Completed registered dual apprenticeship in Barbering and Cosmetology through the state
- Achieved required hours for Journeyman's Certificate under the guidance of a Master Cosmetologist
- Specialized in beard grooming, facials, spa services, color treatments, and precision skin fades
- Gained hands-on experience in both technical skills and client relations in a professional salon/barbershop setting

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## CERTIFICATIONS

Licensed P&C, Life & Health in VA

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Licensed Insurance Producer

Reported: 25–35 policies/mo, \$20–30k premium/mo

Experience: State Farm 1.2 years

Licensed P&C, Life & Health in VA

Will work REMOTE in EST or CST

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

30+ outbound dials/day, 30+ inbound calls, strong background in referral sales, pivot & cross selling, bundling, self lead generation, policy reviews, commercial sales, & customer service. Currently serves as a life specialist, selling 6–10 new life policies/month.