

Direct Hire Candidate: 5484 ***3-5 LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

November 2022 - Present

Account Manager

- Prospect and engage leads through telemarketing, email, text, and follow-up strategies
- Conduct thorough needs-based analyses to recommend appropriate multi-line coverage options
- Write new business policies and support retention through win-back efforts and account reviews
- Assist with customer service inquiries to ensure high levels of client satisfaction and loyalty
- Utilize Outlook, Microsoft Office, and Zoom for communication, organization, and virtual appointments
- Maintain consistent marketing outreach and client engagement to drive growth and retention

Allstate Insurance

September 2021 - July 2022

Licensed Insurance Producer

- Conduct outbound telemarketing and cross-selling to generate new business and revive past clients (win-backs)
- Execute marketing strategies to promote products and services
- Perform sales duties including quoting, closing, and follow-up communication
- Serve as receptionist, greeting clients and managing front desk operations
- Utilize various computer programs including Gateway and Outlook for efficient task management
- Deliver exceptional customer service by handling inquiries, payments, and account updates
- Process policy changes, endorsements, and payment transactions with accuracy and compliance

Allstate Insurance

November 2017 - August 2021

Licensed Insurance Producer

- Managed sales accounts with a focus on retention, cross-selling, and upselling
- Earned multiple sales awards for exceeding production and performance goals
- Delivered exceptional customer service via phone, email, and in-person interactions
- Handled high call volumes while resolving customer inquiries and processing transactions
- Processed policy changes, endorsements, and customer updates accurately and efficiently
- Completed and corrected PIP (Personal Injury Protection) updates to maintain policy compliance

CERTIFICATIONS

Licensed P&C, Life & Health in: MI, OH, IN

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Licensed Insurance Producer

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

Experience: State Farm 4 years, Allstate 4.5 years

Licensed P&C, Life & Health in: MI, OH, IN

Will work REMOTE in EST or CST

Desires a Sales role with a State Farm Agency @ \$40–45k base, with \$80k earning potential

50+ outbound calls/day, 5+ inbound calls, pivot & cross selling, lead generation, referral sales, win-backs, policy reviews, networking, & customer service. They report an average of 3–5 life policies sold per month, with a total of 58 life sales to date.