

Bilingual Arabic Hire: 5492

Licensed Insurance Producer & Trainer

EXPERIENCE

State Farm Insurance

May 2024 - Present

Licensed Insurance Producer

- Identify prospective clients through leads, referrals, and networking
- Schedule and conduct client meetings to discuss insurance needs and options
- Perform follow-up calls to nurture leads and maintain client relationships
- Advise clients on appropriate insurance coverage based on needs analysis
- Prepare and present customized insurance proposals for approval
- Complete application requirements and submit documentation to underwriters
- Listen to customers, assess their needs, and provide effective solutions
- Leverage customer interactions to uncover additional coverage opportunities
- Adhere to all attendance, productivity, and work schedule requirements

Private Investor

October 2022- Present

Property Manager

- Consistently ranked as a top performer, achieving the highest yields with metrics in the top percentile
- Sold products and services to customers in assigned territories through door-to-door solicitation and relationship building
- Actively supported initiatives to simplify and enhance the customer experience
- Exceeded sales goals by increasing volume and market penetration through assigned leads and property portfolios
- Built relationships with property management to promote and explain available products and services
- Generated incremental revenue from existing customers by upselling and cross-selling additional services and upgrades
- Resolved customer issues and complaints in accordance with company policy, ensuring complete satisfaction
- Monitored competitor activity in assigned territory, reporting on pricing and marketing changes to management
- Actively participated in sales meetings and training programs to stay updated on best practices and product knowledge
- Accurately completed sales documentation, orders, and reports per quality control guidelines
- Collected and processed customer payments in compliance with company policies and procedures

Telecommunications and Mass Media Company

May 2023- October 2023

Inbound Sales Representative

- Forged strong relationships with property owners, contractors, and tenants while overseeing maintenance and preventive measures
- Collaborated with accounting, revenue control, leasing, and tax departments to resolve tenant issues, disputes, and contract matters
- Managed building systems by coordinating repairs, securing service contracts, and preparing specifications for competitive bids on large projects
- Oversaw annual budgets and expense schedules, initiating corrective measures as needed and producing detailed analytical reports
- Delivered timely, effective service while ensuring compliance with national and local regulations

EDUCATION

Public University

Bachelor's Degree

CERTIFICATIONS

Licensed P&C in: NY, CT, VT, PA | Health in: NY

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Reported: 50–60 policies/mo, \$35–45k premium/mo

Experience: State Farm 1.3 years

Licensed P&C in: NY, CT, VT, PA | Health in: NY

Will work REMOTE in any time zone **MUST OFFER HEALTH/STIPEND**

Desires a Sales and/or Sales Management role with a State Farm Agency @ \$50k base, with \$80k+ earning potential

100+ outbound calls/day, inbound calls with live leads, pivot & cross selling, lead generation, referral sales, networking, sales management, & exceptional customer service.