

# Direct Hire Candidate: 5493 \*\*\*1-3 LIFE APPS/MO\*\*\*

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Licensed Insurance Producer

## EXPERIENCE

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### State Farm Insurance

*November 2019 - Present*

Licensed Insurance Producer

- Licensed Property & Casualty Producer managing a diverse personal and commercial lines portfolio with a focus on risk assessment, coverage optimization, and claims prevention
- Conducted comprehensive client needs analyses to identify exposure points, recommend tailored coverage solutions, and ensure compliance with underwriting guidelines
- Partnered with claims adjusters and underwriters to evaluate losses, investigate risk factors, and implement effective mitigation strategies
- Performed on-site evaluations for high-value clients, identifying hazards, recommending safety improvements, and educating policyholders on loss control measures
- Maintained high client retention rates through proactive communication, ongoing policy reviews, and expert guidance to minimize claims frequency and severity
- Consistently exceeded sales and service goals while fostering long-term relationships built on trust, education, and effective risk management

### Retail

*June 2019 - November 2019*

Cashier Team Lead

- Provided hands-on support during high-traffic periods, maintaining quick and accurate transactions to minimize wait times
- Delivered exceptional customer service by resolving escalated issues, processing returns/exchanges, and addressing inquiries
- Ensured compliance with loss prevention procedures, identifying and addressing potential shrinkage risks
- Collaborated with management to implement process improvements for a more efficient and customer-focused checkout experience

### Cell Phone Repair

*June 2016 - June 2019*

Assistant Manager / Repair Technician

- Managed inventory for hundreds of mechanical parts, ensuring accuracy and availability
- Assisted with payroll processing, customer relations, and daily operational tasks to support smooth store operations

## EDUCATION

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### Public University

Associate's Degree

## CERTIFICATIONS

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Licensed P&C, Life & Health in: KY, AL, GA

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Licensed Insurance Producer

Reported: 35–45 policies/mo, \$25–35k premium/mo

Experience: State Farm 5.9 years

Licensed P&C, Life & Health in: KY, AL, GA

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$40–45k base, with \$60k+ earning potential

60+ outbound dials/day, 5+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, self lead generation, creating lead lists, policy reviews, networking, commercial sales, & exceptional customer service. The candidate reports 1–3 new life sales per month.