

Direct Hire Candidate: 5496

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

2017 - Present

Licensed Insurance Producer

- Proactively sourced new clients through referrals, lead databases, and cold calling, building a strong pipeline of prospects
- Customized insurance policies to meet individual client needs, providing detailed coverage option guidance to protect assets
- Increased revenue by promoting products and services through upselling and strategic cross-selling techniques
- Conducted annual policy reviews to update client information and ensure adequate coverage
- Maintained a positive, professional demeanor with clients, peers, and management, even in high-pressure situations
- Expanded industry expertise by attending continuing education courses and professional workshops

SKILLS

- Building & Maintaining Professional Relationships
- Client Account Management & Retention
- Accurate Form Completion & Submission
- Customer Billing, Payment Processing & Inquiry Resolution
- In-Depth Knowledge of Property & Casualty Insurance Products
- Strong Workflow & Process Management
- Prospecting, Networking & Cold Calling
- Insurance Coverage Verification & Policy Review
- Proficient in Microsoft Word, Excel & Outlook

EDUCATION

Online Collage

Associates Degree

CERTIFICATIONS

Licensed P&C, Life & Health in: ME, NH

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

Experience: State Farm 7 years

Licensed P&C, Life & Health in: ME, NH

Will work REMOTE in EST

Desires a Sales or Hybrid role with a State Farm Agency @ \$43–45k base, with \$60k+ earning potential

100+ outbound dials/day, 20+ inbound calls, referral sales, pivot & cross selling, bundling, self lead generation, creating lead lists, win-backs, networking, & providing top-tier customer service.