

# Direct Hire Candidate: 5495

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Licensed Insurance Producer

## EXPERIENCE

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### State Farm Insurance

*August 2025 - Present*

Licensed Insurance Producer

- Establish and maintain strong customer relationships, providing ongoing follow-up to address needs and concerns
- Utilize a customer-focused, needs-based review process to educate clients on insurance options
- Develop leads, schedule appointments, and identify coverage needs to market appropriate products and services
- Handle inbound calls from customers, claims, underwriting, and other departments, ensuring seamless communication
- Collaborate across all departments to resolve issues and provide comprehensive client support
- Recognized for excellence in building rapport and relationships, fostering client loyalty and retention
- Approach accounts with a personalized, family-oriented mindset, resulting in sustained success
- Proficient in navigating State Farm's extensive systems and processes

### Insurance Company

*July 2022 - February 2024*

Multi-Line Insurance Agent

- Worked in a fast-paced, high-volume call environment, answering inbound calls, building rapport, and delivering on the "Agent Promise" for clients' insurance needs
- Matched clients with optimal coverage options through Progressive or alternative carriers, securing underwriting approval as needed
- Consistently met or exceeded key performance metrics while fostering a family-oriented, trust-based client relationship
- Earned multiple awards for sales performance, customer satisfaction, and relationship building
- Participated in ongoing training to expand knowledge of multi-state insurance regulations, improve systems usage, and enhance both client and employee experiences

### Insurance Company

*July 2018 - March 2020*

Insurance Counselor

- Managed secondary metrics by selling memberships, cross-selling associates/dependents, and generating life and travel referrals
- Proactively conducted outbound calls, successfully re-engaging and converting previous customers
- Prospected and closed new business for a variety of policies, with a strong focus on retention—maintaining 100% retention on new business with zero policy cancellations
- Excelled at cross-selling secondary products to drive additional revenue streams and strengthen client relationships
- Consistently met and exceeded monthly sales goals through competitive drive, hands-on service, and personalized relationship-building that positioned clients as valued "family"

### Insurance Company

*October 2017 - July 2018*

Insurance Sales Agent

- Spearheaded market presence as the first agent in the area, prospecting at local apartment complexes and car dealerships to drive sales
- Sold and serviced auto, homeowners, condo, and renters insurance while consistently meeting or exceeding sales goals
- Managed secondary sales metrics, including memberships, cross-selling associates/dependents, and generating life and travel referrals
- Conducted high-volume outbound calls, successfully re-engaging them and securing renewals
- Excelled at cross-selling secondary products to increase revenue streams and maintain near-perfect retention, achieving zero policy cancellations on new business
- Demonstrated strong competitive drive, energy, and persistence in consistently meeting monthly goals and delivering exceptional client service

## CERTIFICATIONS

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Licensed P&C, Life & Health in: PA, AL, AR, AZ, CO, CT, IA, KS, MI, MS, MT, NC, NE, NH, NY, OR, SC, WA

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Licensed Insurance Producer

Reported: 35–45 policies/mo, \$30–40k premium/mo

Experience: State Farm 1 year, Progressive 1.5 years, AAA 2.5 years

Licensed P&C, Life & Health in: PA, AL, AR, AZ, CO, CT, IA, KS, MI, MS, MT, NC, NE, NH, NY, OR, SC, WA

Will work REMOTE in EST only \*\*\*MUST OFFER HEALTH/STIPEND\*\*\*

Desires a Sales or Hybrid role with a State Farm Agency @ \$43–45k base, with the ability to earn \$70k total

50+ outbound dials/day, 5–10 inbound calls with live lead transfers, referral sales, pivot & cross selling, bundling, self lead generation, creating lead lists, win-backs, networking, & delivering top-tier customer service.