

# Direct Hire Candidate: 5503 \*\*\*2-5 LIFE APPS/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### Insurance Company

February 2023 - Present

#### Sales Account Manager

- Managed customer accounts, ensuring accuracy and responsiveness to client needs.
- Assessed individual needs of prospective and existing clients to identify suitable coverage.
- Promoted a full range of personal insurance products, including life, auto, and home policies.
- Provided comprehensive coverage solutions to protect clients' assets and mitigate risk.

### State Farm Insurance

October 2021- February 2023

#### Licensed Insurance Producer

- Explain various insurance policies and products to potential and existing clients, guiding them toward the best coverage
- Develop customized insurance plans tailored to clients' unique needs.
- Adhere to confidentiality and data protection laws regarding client information.
- Excellent written and verbal communication skills

### Home Childcare Provider

September 2019- June 2021

#### Owner/Operator

- Opened and operated an in-home preschool, enrolling and caring for children.
- Managed all bookkeeping and administrative tasks to ensure smooth daily operations.
- Planned and implemented developmentally appropriate activities to foster social, cognitive, and motor skills.

### Arborist

June 2018- September 2019

#### Office Manager

- Maintained accurate financial records and tracking expenses.
- Handled high-volume customer communications, including inbound and outbound phone calls, appointment scheduling, and follow-ups.
- Delivered exceptional customer service, resolving inquiries and ensuring client satisfaction.
- Organized and maintained detailed records and files, demonstrating strong attention to detail.
- Self-starter with the ability to manage tasks independently while collaborating closely with staff and customers to meet needs efficiently.

## CERTIFICATIONS

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

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Licensed Insurance Producer

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

Experience: State Farm 1.4 years, Independent 2.6 years

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

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with a State Farm Agency @ \$40–45k+ base, with \$65k+ earning potential

100+ outbound dials/day, 10+ inbound calls, pivot & cross selling, referral sales, bundling, win-backs, & customer service. They report 2–5 new life sales per month.