

# Direct Hire Candidate: 5515 \*\*\*1-3 LIFE APPS/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### State Farm Insurance

January 2024 - Present

Licensed Insurance Producer

- Advised new and existing customers on coverage options.
- Consistently sold insurance policies to new and existing customers.
- Conducting needs-based assessments to provide tailored coverage options and strengthen long-term client relationships.
- Achieved monthly sales goals by leveraging cross-selling and upselling opportunities.
- Ensured compliance with state regulations and maintained accurate client documentation.

### City Government

June 2022 - January 2024

CDL Driver

- Operated heavy-duty trucks and specialized equipment, including garbage trucks and knuckleboom loaders.
- Ensured safe and efficient completion of daily routes, adhering to all DOT regulations and safety protocols.
- Proven ability to manage demanding workloads and complex equipment.

### State Farm Insurance

January 2021 - May 2022

Account Manager

- Assisted individual and business clients with insurance needs, providing tailored coverage solutions to match their specific requirements.
- Sold a variety of insurance products while building strong customer relationships to drive new and repeat business.
- Delivered ongoing service and support after the sale, ensuring customer satisfaction and policy retention.

### Insurance Company

August 2020 - December 2020

Branch Manager

- Managed and supported a team of agents, providing leadership and ensuring productivity goals were met.
- Answered inbound client calls, resolving questions and delivering excellent customer service.
- Cross-sold insurance policies to maximize coverage and drive agency growth.
- Assisted customers with insurance needs, tailoring solutions to meet both personal and business requirements.

### Allstate Insurance

January 2020 - August 2020

Licensed Insurance Producer

- Sold insurance products to new and existing customers, while assisting with personalized coverage needs and providing ongoing policy support.

## CERTIFICATIONS

Licensed P&C, Life & Health in: SC, GA, NC, MD, VA, DE, DC

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Reported: 25–35 policies/mo, \$15–25k premium/mo

Experience: State Farm 2.5 years, Independent 9 months, Allstate 8 months

Licensed P&C, Life & Health in: SC, GA, NC, MD, VA, DE, DC

Will work REMOTE in any time zone

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

150+ outbound dials/day, 15+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, self lead generation, & customer service. They report 1–3 new life sales per month.