

Direct Hire Candidate: 5538

License Insurance Producer

EXPERIENCE

Automotive Services

March 2022 - Present

License Insurance Producer

- Sold memberships, auto, and homeowners insurance while consistently meeting and exceeding sales expectations.
- Delivered exceptional customer service to members, ensuring satisfaction and loyalty.
- Promoted and differentiated the company brand by providing a personalized, customer-focused approach.
- Developed strong client relationships through clear communication, product knowledge, and proactive follow-up.
- Assisted clients with policy explanations, quotes, and renewals to ensure coverage needs were met.

Insurance Company

October 2011 - October 2021

Senior Insurance Agent

- Sold a variety of insurance policies including home, auto, watercraft, and umbrella coverage, tailoring solutions to client needs.
- Delivered high-quality customer service, ensuring satisfaction and long-term retention.
- Negotiated and evaluated quotes across multiple partner carrier companies to secure the most competitive coverage.
- Identified and pursued cross-sell opportunities with existing customers, increasing overall policy adoption.
- Offered the best available policies to new clients through needs-based sales strategies.
- Attained top sales performance, ranking among the top 9% of sales representatives nationally at National General.
- Earned a prestigious award for consistent sales excellence and outstanding client service.

Retirement Community

September 2008 - December 2011

Dining Room Supervisor/ Server

- Supervised and coordinated daily activities of wait staff to ensure smooth operations and efficient service.
- Delivered exceptional customer service to residents and their families, fostering a welcoming environment.
- Addressed and resolved resident complaints promptly and professionally, maintaining high satisfaction levels.
- Prepared and served meals while upholding food safety and quality standards.
- Received multiple "Employee of the Month" awards in recognition of outstanding performance and dedication.
- Demonstrated strong leadership ability through effective team management and problem-solving.

Allstate Insurance

February 2009 - October 2010

Licensed Insurance Producer

- Prepared and presented personalized insurance quotes to clients, clearly outlining features, advantages, and disadvantages of various policies.
- Greeted and assisted customers upon entering the agency, ensuring a welcoming and professional experience.
- Delivered comprehensive policy explanations to improve client understanding and support informed decision-making.
- Sent premium payment reminders and notified customers of any rate changes to maintain transparency and trust.
- Consistently achieved or exceeded sales quotas, driving agency growth and profitability.
- Recognized with awards for delivering exceptional customer service and building strong client relationships.

EDUCATION

Public University

Bachelor Degree

CERTIFICATIONS

Licensed P&C in: TN

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License Insurance Producer

Reported: 50+ policies/mo, \$65k premium/mo

Experience: Independent 15 years

Licensed P&C in: TN

Will work REMOTE

Desires a Sales role with an Agency @ \$35k base, with \$70k+ earning potential

70 outbound dials/day, 30+ inbound calls, referral sales, pivot & cross selling, & delivering excellent customer service.