

Direct Hire Candidate: 5544 ***1-3 LIFE, 3-5 HEALTH APPS/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

August 2024 - Present

Account Representative

- Assisted customers with selecting proper coverage by uncovering needs and conducting comprehensive policy reviews.
- Provided accurate quotes and closed sales for auto, homeowners, life, and health insurance policies.
- Developed leads through cold calling, referrals, and community networking (e.g., apartment complexes, car dealerships, Chamber of Commerce events).
- Built lasting client relationships through emotional connection, trust, and ongoing policy education.
- Risk-managed accounts by reviewing coverage options and identifying potential gaps, ensuring clients were properly protected.
- Trained and mentored new associates by hosting shadow sessions and providing resources for success.
- Supported the agent with marketing initiatives, events, and lead generation strategies to grow the agency.
- Assisted with policy changes, billing inquiries, claims support, and customer retention efforts.
- Leveraged CRM systems to manage client records, track interactions, and maintain organization.
- Consistently met and exceeded sales goals while contributing to both new business growth and long-term retention.

Retail

September 2023 - Present

Retail Selling Specialist

- Delivered a luxury shopping experience by providing personalized consultations and attentive service to every customer.
- Assessed customer needs and recommended appropriate products, enhancing satisfaction and brand loyalty.
- Consistently achieved and exceeded personal retail sales objectives through strong product knowledge and relationship-building.
- Attracted new clients and fostered repeat business through exceptional follow-up and ongoing customer care.

Retail

May 2021 - August 2023

Beauty Advisor

- Handled cash transactions, executed refunds and exchanges, and restocked processed return items with accuracy and efficiency.
- Maintained clean, organized, and fully stocked checkout areas, ensuring attractive displays and smooth customer flow.
- Educated clients on loyalty programs, rewards, promotions, and store procedures, driving customer engagement and repeat business.
- Partnered with store leaders and area managers to resolve customer conflicts and deliver personalized solutions.
- Supervised and trained new associates, providing guidance on store policies, procedures, and customer service standards.

EDUCATION

Public University

Bachelor Degree (Business Administration)

Public University

Bachelor Degree (Music Business)

Public University

Bachelor Degree (Media & Entertainment)

CERTIFICATIONS

Licensed P&C, Life & Health in: GA, AL, TN

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Licensed Insurance Producer

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

Experience: State Farm 1 year

Licensed P&C, Life & Health in: GA, AL, TN

Will work REMOTE in CST

Desires a Sales or Hybrid role with an Allstate Agency @ \$40–45k base, with \$60k+ earning potential

70+ outbound dials/day, 10+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, marketing, developing their own leads, & customer service. They report 1–3 new life policies and 3–5 new health policies per month.