

# Direct Hire Candidate: 5550 \*\*\*1-2 LIFE APPS/MO\*\*\*

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Licensed Insurance Producer

## EXPERIENCE

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### State Farm Insurance

June 2019 - Present

#### Insurance Sales Agent

- Began career as an insurance intern, gaining exposure to agency operations, client relations, and policy servicing.
- Leveraged internship experience into a full-time career, earning Property & Casualty and Life & Health insurance licenses shortly thereafter.
- Applied knowledge from training and licensure to assist customers with coverage needs, quotes, and policy changes.
- Demonstrated strong interpersonal skills and confidence when working with clients, consistently building trust and rapport.
- Eager to continue expanding insurance knowledge and professional development while contributing to agency growth and customer satisfaction.

## SKILLS

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**Sales & Business Development:** Conceptual selling strategy, consultative selling, challenger selling, solution-based approach, cross-selling, upselling, event sales, direct mail, networking, professional referrals, and social media marketing.

**Insurance Expertise:** Auto, home, life, health, and business insurance sales; policy reviews; insurance claims assistance; renewal reminders; issue resolution; client risk analysis.

**Performance & Results:** Achieving and exceeding sales targets; generating \$100K-\$250K in annual premium income; expanding client base (3-6 years experience); increasing new customer acquisition by 11-25%; average lead-to-close duration: 1-2 weeks (less than 1 month).

**Customer Relationship Management:** Strong client communication, retention strategies, relationship building, client account management, and customer service excellence.

**Technology & Tools:** Salesforce, CRM software, E-signature platforms, Microsoft Word, Excel, Outlook, PowerPoint, and email marketing software.

**Leadership & Team Management:** Managed and trained a sales team of up to 5 members; skilled in coaching, mentoring, and supporting sales development.

**Additional Strengths:** Strong communication skills, insurance agency operations knowledge, and proven success in developing long-term client trust.

## CERTIFICATIONS

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Licensed P&C, Life & Health in: SC, NC

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Licensed Insurance Producer

Reported: 25–35 policies/mo, \$20–30k premium/mo

Experience: State Farm 6.3 years (one agent)

Licensed P&C, Life & Health in: SC, NC

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$45–50k base, with \$70k+ earning potential

50+ outbound dials/day, 25+ inbound calls, referral sales, pivot & cross selling, bundling, self lead generation, raw new sales, & customer service. They report 1–2 new life sales per month.