

Direct Hire Candidate: 5556 ***1-3 LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

Insurance & Brokerage Company

December 2024 - Present

Licensed Insurance Producer

- Hold active Property & Casualty and Life & Health licenses in Maryland, Virginia, and the District of Columbia.
- Service multiple carriers, including Erie Insurance, AAA, Main Street Insurance, and Hanover Insurance.
- Provide quoting and binding authority for property & casualty, life & health, and commercial insurance policies.
- Generate and maintain cancellation and non-payment reports to keep company records accurate and up to date.
- Deliver customer service support, including updating endorsements, processing policy changes, and maintaining customer profiles.
- Ensure compliance with underwriting guidelines while providing tailored coverage solutions for clients.

State Farm Insurance

December 2023 - December 2024

Licensed Insurance Producer

- Provide quoting and binding authority for insurance policies across property & casualty, life & health, and commercial coverages.
- Conduct policy reviews to explain insurance products, coverage types, and plan benefits to clients.
- Handle customer service functions, including underwriting follow-up, billing inquiries, and premium payment processing.
- Manage policy changes and updates, including endorsements, payment adjustments, and client information updates.
- Ensure accuracy and compliance with regulatory requirements while delivering tailored insurance solutions.

Allstate Insurance

August 2012 - September 2023

Licensed Insurance Producer

- Provide quoting and binding authority on property, casualty, and commercial insurance policies.
- Conduct policy reviews, clearly explaining coverage options, benefits, and plan details to clients.
- Proactively develop new clientele through networking, prospecting, and generating targeted lead lists.
- Manage customer service functions, including underwriting follow-up, billing inquiries, premium payments, and daily deposits.
- Process policy changes and endorsements, update payment methods, and maintain accurate client records.
- Ensure compliance with agency and carrier guidelines while delivering personalized insurance solutions.

Professional Services Company

July 2005 - July 2012

Broker Representative

- Monitored and initiated the client renewal process, gathering exposure data such as revenue, payroll, auto usage, concentration of risk, and other required insurance details.
- Handled all insurance service requests, including certificates of insurance, auto ID cards, workers' compensation filings, claim requests, loss runs, and contract reviews.
- Reviewed renewal policies for accuracy, ensuring compliance with negotiated terms and requesting endorsements when necessary.
- Conducted payroll audits and pricing allocations for clients and insurance companies to determine accurate premiums aligned with renewal agreements.
- Provided client training on web-based exposure collection platforms, ensuring accurate and complete information during the renewal process.
- Delivered exceptional customer service support throughout the renewal cycle and on a day-to-day basis, maintaining client satisfaction and compliance.

CERTIFICATIONS

Licensed P&C, Life & Health in: MD, VA, DC

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Licensed Insurance Producer

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

Experience: State Farm 1 year, Independent 9 months, Allstate 11 years

Licensed P&C, Life & Health in: MD, VA, DC

Will work REMOTE in EST or CST

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

30+ outbound dials/day, 20+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, self lead generation, & customer service. During their time with State Farm, they reported 1–3 new life sales per month.