

Direct Hire Candidate: 5554

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

March 2024 - Present

State Farm Team Member

- Provide both sales and service support across multiple insurance lines, including fire, auto, and life policies.
- Onboard new customers by explaining policy options, gathering documentation, and setting up accounts.
- Manage high-volume inbound calls and emails, resolving customer inquiries and processing policy updates.
- Proactively cold call aged leads to generate new business and expand the client base.
- Accurately write, bind, and issue policies while ensuring compliance with underwriting standards.
- Maintain detailed notes of all client conversations and transactions to support follow-ups and future sales.
- Track tasks in CRM systems to ensure timely communication, policy reviews, and account servicing.
- Foster strong customer relationships through consistent service, education, and responsiveness.

Insurance Company

August 2023 - Present

Life Insurance Agent

- Make 100+ outbound calls daily to generate leads, build relationships, and close life insurance sales.
- Send personalized emails and follow-ups to ensure client satisfaction and retention.
- Conduct seminars and community events to educate individuals and groups on the importance of life insurance.
- Provide tailored insurance solutions by assessing client needs and recommending appropriate coverage.
- Operate as an independent broker with full control over scheduling, hours, and business strategy.
- Build long-term client relationships through consistent communication and trust-building.
- Stay informed on industry products, regulations, and trends to provide up-to-date advice and solutions.
- Utilize CRM systems and digital tools to track leads, manage client accounts, and monitor sales performance.

Car Dealership

September 2017 - September 2018

Cashier/Receptionist

- Accurately checked in new vehicles, ensuring all information was entered into the system correctly.
- Maintained and organized inventory of vehicle keys and titles for accountability and smooth operations.
- Processed customer payments for vehicle services and parts purchases with speed and accuracy.
- Delivered excellent customer service by assisting clients at the cashier desk and over the phone.
- Utilized Excel, Microsoft Office, and proprietary dealership systems to manage records and transactions.
- Balanced cash drawers, prepared deposits, and ensured accurate financial reporting.
- Supported dealership operations by assisting with administrative tasks and maintaining organized records.
- Collaborated with sales and service departments to ensure timely vehicle processing and customer satisfaction.

CERTIFICATIONS

Licensed P&C in: IL, IN

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

Experience: State Farm 1.5 years

Licensed P&C in: IL, IN

Will work REMOTE

Desires a Sales role with any Agency @ \$36–40k base, with \$90k earning potential

150+ outbound dials/day, 50 inbound calls, pivot & cross selling, & customer service. Despite primarily servicing accounts, they consistently wrote 25 policies per month.