

# Direct Hire Candidate: 5553

Licensed Insurance Producer

## EXPERIENCE

### Liberty Mutual Insurance

December 2024 - Present

Licensed Insurance Producer

- Licensed in Property & Casualty insurance, providing comprehensive personal and commercial coverage solutions.
- Generated new business by selling auto, home, renters, life, and umbrella policies while cross-selling additional lines of coverage.
- Educated clients on Liberty Mutual's products, policy terms, and coverage options to support informed decision-making.
- Conducted in-depth needs assessments and risk analyses to recommend tailored insurance solutions.
- Delivered superior customer service by handling inquiries, billing issues, claims assistance, and policy changes.
- Built and maintained long-term client relationships, improving retention rates and referral business.
- Utilized Liberty Mutual CRM and quoting platforms to manage leads, track sales activities, and follow up with prospects.
- Participated in ongoing training and professional development to stay current on industry regulations, product updates, and compliance standards.

### Motor Club

February 2023 - December 2024

Licensed Insurance Producer

- Generated new business by quoting and writing auto, home, renters, life, and umbrella insurance policies.
- Promoted club memberships and cross-sold ancillary products including travel, roadside assistance, and financial services.
- Conducted policy reviews to identify gaps in coverage and recommended additional protections.
- Built long-term client relationships through proactive communication, follow-ups, and account management.
- Handled inbound and outbound calls, prospecting new members while retaining and servicing existing clients.
- Collaborated with multiple carriers to provide competitive quotes and ensure proper placement of risks.
- Educated clients on policy terms, coverage options, claims processes, and billing procedures.

### Progressive Insurance

October 2018 - February 2023

Licensed Insurance Producer

- Licensed insurance professional with experience in both sales and service functions.
- Assisted clients with policy servicing, billing questions, claims support, and coverage changes.
- Conducted needs-based reviews to recommend and cross-sell appropriate products.
- Quoted and wrote new policies for auto, home, life, and health lines.
- Delivered exceptional customer service, fostering long-term client relationships.
- Educated customers on coverage options, policy features, and risk management strategies.
- Maintained accurate records in CRM and agency management systems.
- Collaborated with team members to ensure compliance and streamline office operations.

## CERTIFICATIONS

Licensed P&C in: All 50 States

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Licensed Insurance Producer

Reported: 50 policies/mo, \$45k premium/mo  
Experience: Liberty Mutual, AAA, Progressive – 7 years  
Licensed P&C in: All 50 States  
Will work REMOTE

Desires a Sales role with any Agency @ \$45k base, with \$100k earning potential

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