

Direct Hire Candidate: 5566 ***4-6+ LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

Retail

June 2025 - Present

Sales Associate

- Stocked and organized lumber inventory to maintain efficient workflow and product availability.
- Operated power equipment safely and effectively, including forklifts, saws, and other machinery.
- Ensured compliance with workplace safety standards when handling heavy materials.
- Assisted team members and customers with locating and loading lumber products.

Insurance Agency

October 2024 - Present

Owner/Operator

- Consulted with clients to identify and discuss their current and future financial goals, ensuring appropriate insurance coverage.
- Fielded questions regarding policy options, coverage details, and benefits, providing clear and accurate guidance.
- Sold a variety of insurance policies tailored to individual client needs, strengthening financial protection.
- Built and maintained long-term client relationships through personalized service and ongoing policy reviews.

State Farm Insurance

September 2021 - August 2024

Office Manager

- Discussed clients' financial goals—both short- and long-term—to ensure proper insurance protection.
- Answered client questions about policies, coverages, and benefits with clarity and accuracy.
- Sold auto, home, life, and other insurance policies tailored to client needs.
- Built rapport and strong client relationships through trust, education, and ongoing support.

Restaurant

May 2021 - September 2021

Bartender/Manager

- Prepared and served drinks to consistently meet quality and customer satisfaction standards.
- Maintained accurate inventory levels, monitoring usage and minimizing waste.
- Performed cleaning and routine maintenance to ensure a safe, sanitary, and efficient work environment.
- Ordered inventory and managed stock rotation to support uninterrupted operations.
- Scheduled staff shifts to align with business needs and maximize efficiency.

CERTIFICATIONS

Licensed P&C in: KY, TN | Life & Health in: KY, TN | Life only in: WV, NC

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

Experience: State Farm 3 years

Licensed P&C in: KY, TN | Life & Health in: KY, TN | Life only in: WV, NC

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$40–45k+ base, with \$75k earning potential

75+ outbound dials/day, 20+ inbound calls with live lead transfers, win-backs, cross & pivot selling, bundling, referral selling, creating their own leads, network marketing, office management, & customer service. They also report 4–6+ new life policies sold per month.