

Direct Hire Candidate: 5528 ***5-8 LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

March 2011 - Present

Licensed Insurance Producer

- Successfully sold and managed a wide range of insurance products across personal and commercial lines.
- Built and nurtured long-term client relationships through trust, transparency, and personalized service.
- Consistently maintained high retention rates by conducting policy reviews, resolving issues promptly, and offering tailored solutions.
- Leveraged networking strategies and community involvement to generate referrals and expand client base.
- Extensive knowledge of auto, home, life, health, and supplemental insurance products to meet diverse client needs.
- Handled policy updates, renewals, billing, and claims support while ensuring accuracy and compliance.
- Delivered exceptional service by addressing inquiries, providing policy education, and ensuring client satisfaction.
- Met and exceeded monthly sales and performance targets through strategic prospecting and closing techniques.

Financial Institution

January 2007 - March 2011

Personal Banker

- Assisted customers with setting up new accounts and closing existing accounts, ensuring accuracy and compliance.
- Completed loan applications, gathering necessary documentation and guiding clients through the process.
- Maintained strict compliance with banking regulations, internal policies, and audit standards.
- Generated new business opportunities by identifying customer needs and recommending financial products.
- Supported teller line operations during peak hours to maintain efficiency and service standards.
- Handled cash transactions with accuracy, balancing drawers and ensuring proper record-keeping.

SKILLS

Technical Skills

- Microsoft Office Suite: Word, Outlook, Excel, PowerPoint
- Insurance & CRM Systems: ECRM, ABS, NECHO
- Licensed in Life & Health, Property & Casualty (Maryland)

Professional Skills

- Customer Service & Client Relationship Management
- Cash Handling & Payment Processing
- Policy Administration & Compliance

CERTIFICATIONS

Licensed P&C, Life & Health in: MD, DE

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Licensed Insurance Producer

Reported: 35–45 policies/mo, \$35–45k premium/mo

Experience: State Farm 14.5 years (one agent)

Licensed P&C, Life & Health in: MD, DE

Will work REMOTE in EST or CST

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

30+ outbound dials/day, 20+ inbound calls, referral sales, pivot & cross selling, bundling, self lead generation, creating lead lists, networking, training employees, retention, and customer service. They report 5–8 new life sales per month.