

# Direct Hire Candidate: 5526

Licensed Insurance Producer

## EXPERIENCE

### State Farm Insurance

June 2024 - Present

Licensed Insurance Producer

- Generated new business by prospecting and cold calling, resulting in measurable increases in sales.
- Built and maintained strong client relationships by delivering exceptional service and addressing ongoing insurance needs.
- Conducted needs analyses of client coverage, identified gaps, and recommended tailored policies for comprehensive protection.
- Prepared accurate quotes across auto, home, life, health, and commercial lines of insurance.
- Educated clients on policy features, exclusions, deductibles, and premiums to support informed decision-making.
- Assisted clients with claims processing, gathering documentation and serving as liaison with carriers.
- Conducted annual policy reviews to reassess client circumstances and adjust coverage as needed.
- Participated in networking events and leveraged referrals to expand client base.
- Provided risk management guidance tailored to individual and business client needs.
- Collaborated with underwriting and claims teams to resolve complex issues and support client satisfaction.
- Attended regular training to stay current on carrier products, regulations, and industry knowledge.
- Negotiated competitive rates with multiple carriers while ensuring proper coverage levels.
- Increased client retention through proactive communication and regular policy check-ins.
- Developed marketing strategies including digital campaigns, social media outreach, and targeted mailings.
- Handled a high volume of inbound client calls and inquiries while maintaining accuracy and professionalism.
- Maintained meticulous records of client interactions, quotes, policies, and premiums in CRM systems.
- Consistently exceeded sales and revenue goals by actively prospecting and following up on leads.
- Leveraged social media and multiple channels to generate and convert prospects into new business.

### Healthcare System

November 2018 - May 2024

Phlebotomist

- Performed venipuncture and collected blood specimens in a fast-paced clinical setting.
- Verified patient identification and ensured accurate specimen labeling and documentation.
- Adhered strictly to infection control protocols and safety standards during procedures.
- Delivered compassionate patient care, easing anxiety during blood collection.
- Collaborated with healthcare teams to prioritize STAT and routine specimen collections.
- Processed and prepared specimens for laboratory transport, ensuring integrity and timely analysis.
- Applied knowledge of tubes, additives, and anticoagulants for correct specimen collection.
- Maintained inventory of phlebotomy supplies, restocking to prevent workflow interruptions.
- Followed proper hazardous waste and sharps disposal procedures in compliance with regulations.
- Conducted quality control checks on equipment to maintain accuracy in test results.
- Assisted in training and mentoring new phlebotomy staff on techniques and safety.
- Ensured confidentiality of patient information in compliance with HIPAA regulations.
- Responded efficiently to urgent requests and difficult venous access cases.
- Communicated with laboratory personnel regarding sample requirements and integrity issues.
- Participated in continuing education programs to remain current on best practices.
- Entered patient demographics, medical history, and test orders into electronic health records (EHR)
- Maintained a clean, organized, and compliant work environment.

## CERTIFICATIONS

Licensed P&C in: WV

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Reported: 25–35 policies/mo, \$20–30k premium/mo

Experience: State Farm 1.2 years

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Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$35k+ base, with \$50k+ earning potential

100+ outbound dials/day, 30+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, self lead generation, networking, social media marketing, & providing excellent customer service.