

Direct Hire Candidate: 5581 **1-2 LIFE, 1 HEALTH APP/MO**

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

July 2024 - Present

Account Manager

- Assisted customers with policy selections and completed applications to ensure accuracy and compliance.
- Developed strategies to increase revenue and retention from existing client accounts.
- Ensured compliance with industry regulations and company policies in all client interactions.
- Generated new business opportunities through consistent cold-calling and prospecting activities.
- Educated clients on insurance products, policy features, and coverage options to support informed decisions.
- Conducted follow-up calls to ensure satisfaction, address concerns, and identify cross-selling opportunities.
- Advised clients on appropriate coverage levels based on individual financial needs and circumstances.
- Maintained detailed records of sales activities and client communications to track progress and performance.

Insurance Company

January 2023 - July 2024

Insurance Sales Agent

- Consistently hit and exceeded all monthly and yearly sales goals.
- Generated accurate quotes and tailored proposals to align with individual client needs.
- Cultivated and maintained strong client relationships to build trust and identify evolving insurance needs.
- Conducted timely follow-ups with prospects to successfully close sales opportunities.
- Delivered comprehensive product knowledge and clear guidance to support clients in selecting the best coverage options.

Restaurant

July 2023 - December 2023

Bartender

- Delivered exceptional customer service in a fast-paced bar environment, ensuring guest satisfaction.
- Engaged with patrons to create a welcoming and enjoyable atmosphere.
- Greeted customers warmly and provided prompt, attentive service.
- Multitasked efficiently, balancing orders, service, and customer interactions under pressure.
- Built rapport with customers through friendly conversation, enhancing their overall experience.
- Maintained composure and professionalism during peak hours, promoting smooth service and guest satisfaction.

Car Dealership

July 2021 - January 2023

Detailer

- Vacuumed interiors of vehicles to remove dirt, dust, and debris, ensuring a clean environment.
- Applied cleaning, protective, and restorative agents to maintain and enhance vehicle appearance.
- Cleaned upholstery, rugs, and surfaces using specialized cleaning agents and equipment.
- Washed cars and trucks daily to maintain dealership presentation standards.
- Ensured vehicles were showroom-ready, contributing to a positive customer experience.
- Maintained efficiency while managing multiple vehicles under tight deadlines.

CERTIFICATIONS

Licensed: P&C, Life & Health – TN

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Licensed Insurance Producer

Reported: 25–35 policies/mo, \$30–40k premium/mo

Experience: State Farm 1.2 years, Independent 1.5 years

Licensed: P&C, Life & Health – TN

Will work REMOTE in CST, EST, MST

Desires a Sales role with a State Farm agency @ \$40k+ base, with \$70k+ earning potential

125+ outbound dials/day, 5+ inbound calls, referral sales, pivot & cross selling, bundling, self lead generation, raw new sales, & customer service. They report 1–2 new life sales per month, along with 1 health product.