

Direct Hire Candidate: 5578 **3-4 LIFE, 4-6 HEALTH APPS/MO**

Licensed Insurance Producer

EXPERIENCE

Insurance Company

2024- Present

Financial Services Representative

- Conducted in-depth consultations, both in person and via Zoom, to assess client needs and recommend tailored insurance and financial products.
- Built and maintained strong client relationships by delivering a positive, personalized insurance experience.
- Scheduled and completed annual client reviews to ensure customer satisfaction and confirm all insurance needs were met.
- Enhanced client retention and trust through proactive communication and consistent follow-up.
- Provided professional guidance to help clients make informed decisions about coverage and financial options.

Post Construction Cleaning

2019- Present

Owner/ Operator

- Managed all aspects of business operations, including scheduling, marketing, and customer relations, ensuring efficiency and profitability.
- Cultivated and maintained strong client relationships, driving repeat business and referrals through a well-developed professional network.
- Collaborated closely with the Superintendent on-site to ensure project efficiency, quality, and timely completion.
- Coordinated with multiple trades and subcontractors to streamline schedules and reduce delays.
- Oversaw daily business activities while maintaining high standards of customer service and operational excellence.

State Farm Insurance

2016- September 2024

Team Member & Office Leader

- Provided personalized insurance solutions across auto, home, life, health, and business coverage, tailoring plans to meet individual client needs.
- Consistently achieved and exceeded sales goals by implementing focused sales strategies and monitoring performance daily, monthly, and annually.
- Built strong client relationships through consultative selling and needs-based reviews, resulting in long-term retention and referrals.
- Educated clients on policy terms, coverage options, and benefits to ensure informed decision-making.
- Maintained compliance with industry regulations while delivering exceptional customer service and support.

CERTIFICATIONS

Licensed: P&C, Life & Health: UT, ID

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Licensed Insurance Producer

Reported: 35–45 policies/mo, \$25–35k premium/mo

Experience: State Farm 8 years (with one agent)

Licensed: P&C, Life & Health: UT, ID

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm agency @ \$40–45k base, with \$70k+ earning potential

50+ outbound dials/day, 15+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, self lead generation, creating lead lists, policy reviews, office and sales management, & customer service. They also report 3–4 new life policies per month and 4–6 health policies sold consistently.