

Direct Hire Candidate: 5604 ***2-3 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

2023 - Present

Licensed Insurance Producer

- Designed and executed targeted marketing strategies to drive sales of new insurance contracts and promote adjustments to existing policies.
- Implemented cross-selling and upselling initiatives by conducting regular policy reviews and offering customized insurance enhancements.
- Built and maintained long-term client relationships through personalized service, transparent communication, and consistent follow-ups.
- Ensured full compliance with company policies and industry regulations by following ethical sales practices and maintaining accurate documentation.
- Delivered comprehensive policy explanations, ensuring clients fully understood coverage, exclusions, and pricing before purchase or policy changes.
- Participated in ongoing training to stay current with evolving insurance products, regulatory updates, and internal compliance standards.
- Maintained organized records of all customer interactions, signed agreements, and contract modifications for audit and reporting purposes.

Workforce Development Services Company

2020 - 2023

Lead Site Coordinator

- Coordinated essential care, services, and resources for individuals impacted by COVID-19, including the general population and homeless individuals.
- Conducted assessments to determine client needs and connected them with medical care, shelter, food assistance, and mental health services.
- Supervised production or frontline personnel to ensure optimal performance, safety, and adherence to organizational standards.
- Prepared and managed employee work schedules to meet staffing needs while maintaining efficiency and cost control.
- Enforced strict compliance with company policies, health regulations, and workplace safety protocols.

Broad Band Communications & Entertainment Company

2013 - 2020

Coax Splicer

- Repaired or spliced new lines as required to complete testing and certification phases of telecommunications and cabling projects.
- Installed and placed various types of cabling—including fiber optic, coaxial, and Ethernet—along with associated passive and active network devices.
- Interpreted work orders, project specifications, engineering drawings, and cut sheets to determine required tasks and sequence of operations.
- Ensured proper cable routing, termination, and labeling in accordance with project plans and industry standards.
- Followed all safety protocols and adhered to company guidelines during installation, splicing, and testing processes.
- Maintained detailed records of completed work, test results, and material usage for quality control and documentation purposes.

CERTIFICATIONS

Licensed P&C, Life & Health in: CA, AZ, OR

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Licensed Insurance Producer

Reported: 30–40 policies/mo, \$35–45k premium/mo

Experience: State Farm 2 years

Licensed P&C, Life & Health in: CA, AZ, OR

Will work REMOTE in any time zone

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

70+ outbound dials/day, 30+ inbound calls with live leads, pivot & cross selling, bundling, referral selling, creating their own leads, & customer service. They also report selling 2–3 new life policies per month.