

# Direct Hire Candidate: 5644

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Licensed Insurance Producer

## EXPERIENCE

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### State Farm Insurance

*April 2022 - Present*

Licensed Agent Team Member

- Licensed State Farm Agent Team Member with proven success in upselling auto and home insurance by identifying client needs and recommending tailored coverage solutions
- Increased policy conversions by leveraging product knowledge and consultative selling techniques
- Utilized digital marketing and social media strategies to boost brand visibility and generate qualified leads
- Managed social media accounts, creating engaging content that increased audience engagement and supported agency growth
- Maintained a high client retention rate through exceptional customer service, proactive follow-ups, and issue resolution
- Skilled in building strong client relationships and providing personalized support throughout the policy lifecycle
- Contributed to overall agency performance by consistently meeting sales targets in a fast-paced, team-driven environment
- Recognized for strategic problem-solving and the ability to adapt to client needs while maintaining compliance with company and state regulations

### Non - Profit Organization

*September 2021 - April 2022*

Direct Support Professional

- Provided compassionate daily support to clients with disabilities, assisting with personal care tasks such as cooking, cleaning, showering, and bathroom needs
- Administered timely medication reminders, ensuring adherence to prescribed care plans
- Supported clients in achieving individualized goals outlined in their care programs, promoting independence and personal development
- Demonstrated patience, empathy, and a positive attitude while fostering a respectful and inclusive environment
- Adapted care approaches to meet the unique physical, emotional, and developmental needs of each client
- Maintained accurate documentation and communication with care teams to ensure continuity of care

### Online Retail

*July 2020 - June 2021*

Fulfillment Associate

- Manage stowing, picking, pulling, and staging of inventory in a high-volume, deadline-driven warehouse environment
- Efficiently organize and process packages using alphanumeric systems to ensure accuracy and speed in inventory handling
- Ensure timely and precise staging of items to designated areas, supporting seamless order fulfillment and shipping operations
- Maintain strict adherence to safety and quality standards while meeting daily performance targets
- Adapt quickly to changing priorities and workflow demands in a fast-paced logistics setting
- Collaborate with team members to optimize efficiency and contribute to overall warehouse productivity

## EDUCATION

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### Community College

Associate Degree

## CERTIFICATIONS

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Licensed: P&C – IN

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Licensed Insurance Producer

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

Experience: State Farm 3.5 years

Licensed: P&C – IN

Will work REMOTE in CST or EST

Desires a Hybrid, Sales, or Customer Service role with a State Farm agency @ \$40k+ base, with \$55k earning potential

40+ outbound dials/day, 30+ inbound calls/day, win-backs, retention, pivot & cross selling, referral sales, bundling, social media marketing, & customer service.