

Direct Hire Candidate: 5760 ***2-4 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

April 2024 - Present

Team Member

- Handled high call volumes while maintaining a personalized, relationship-focused approach to every client interaction
- Implemented a structured follow-up system that improved post-sale customer engagement and significantly reduced lapse and cancellation rates
- Resolved complex policy and billing issues with professionalism and urgency, turning potential cancellations into renewed customer loyalty
- Conducted outbound sales campaigns and community outreach initiatives, driving measurable increases in lead volume and brand awareness within the local market
- Leveraged lead-management tools to nurture prospects through the pipeline, converting cold leads into loyal clients through strategic follow-up and comprehensive needs analysis

Real Estate Agency

December 2022 - April 2024

Real Estate Agent

- Generated leads for buying, selling, and renting residential and commercial properties
- Analyzed market potential and executed digital marketing campaigns to increase brand recognition and drive qualified traffic
- Initiated negotiation processes and advised clients on market conditions, pricing, mortgages, and legal requirements to ensure fair and transparent transactions
- Hosted open houses, managing both personal and real property while safeguarding confidential documents and sensitive client information
- Presented purchase offers to sellers and facilitated negotiations between all parties to reach mutually beneficial agreements

Local Government

September 2021 - September 2022

Police Officer, Uniformed Road Patrol

- Mediated domestic-related disturbances and ensured the protection and safety of victims
- Responded to calls involving DWIs, felonies, misdemeanors, domestic abuse, and animal rescue situations
- Adhered to safety protocols and properly handled department-issued equipment, weapons, and materials
- Responded to and investigated security breaches and burglar alarms
- Made arrests for violations of criminal laws and conducted thorough background investigations
- Investigated criminal and traffic offenses, documenting findings and ensuring accurate reporting

*** Please note: Employment dates are approximate*

CERTIFICATIONS

Licensed: P&C, Life & Health – AL, MS, FL

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Licensed Insurance Producer

Reported: 50-60 policies/mo, \$50-60k premium/mo

Experience: State Farm - 1.5 years

Licensed: P&C, Life & Health - AL, MS, FL

Will work REMOTE in CST or EST

Desires a Sales role with a State Farm or Allstate agency @ \$40-45k+ base, with \$80k+ total earning potential

30+ outbound calls/day, 10+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, developing their own leads, & customer service. The candidate reports 2-4 new life policies per month.

*** Please note: Employment dates are approximate*