

Direct Hire: 5742 ***3-5 LIFE APPS/MONTH***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

December 2024 - Present

Licensed Insurance Producer

- Exceeded agency production goals across both Property & Casualty and Life & Health insurance lines.
- Operated effectively in a low-lead environment by generating self-sourced referrals and building a strong personal pipeline.
- Developed advanced proficiency with State Farm's ECRM and Policy Center systems.
- Actively preparing for Securities licensing to broaden financial services offerings and support comprehensive client needs.

State Farm Insurance

October 2022 - November 2024

Team Member

- Develop and manage a diverse client portfolio by selling and renewing personal and commercial insurance policies, including auto, home, life, and business coverage.
- Advise clients on optimal coverage options based on their needs, risk profile, and budget, ensuring clear understanding of policy terms and conditions.
- Consistently achieve and exceed monthly and annual sales targets, contributing to a 20% year-over-year increase in policyholder retention.
- Build and maintain strong client relationships, delivering exceptional customer service and support throughout the entire policy lifecycle.
- Proactively generate leads through referrals, cold calling, networking, and community involvement, driving a 30% increase in new business acquisition.
- Stay up to date on industry trends, product updates, and regulatory changes to provide clients with the most current and compliant coverage solutions.

In-Home Care & Facility Staffing Provider

2019 - 2022

Reservationist/Customer Care

- Scheduled reservations for in-home care clients, ensuring accurate coordination of services.
- Followed up with clients and caregivers to confirm reservations and resolve any scheduling conflicts.
- Set and managed appointments to maintain seamless service delivery and client satisfaction.

Paper Manufacturer

2008 - 2019

Paper Machine Backtender & Supervisor

- Backtender and Head Technician in the Dry End/Finishing department, overseeing all end-of-line production activities.
- Supervise a crew of six, ensuring efficient workflow, task delegation, and adherence to departmental standards.
- Operate complex Dry End/Finishing equipment and machinery to maintain consistent product quality.
- Monitor production processes and system performance, quickly identifying and resolving abnormalities.
- Adjust machine settings and process parameters to optimize output, reduce downtime, and meet production targets.
- Conduct routine inspections to verify equipment performance, product quality, and safety compliance.
- Provide hands-on supervision and technical support to crew members, fostering skill development and teamwork.
- Lead the Safety Committee, coordinating safety initiatives, training, and continuous improvement efforts across the department.

** Please note: Employment dates are approximate*

CERTIFICATIONS

P&C, Life & Health Licensed in GA, SC, AL, FL, TN

Direct Hire: 5742 *3-5 LIFE APPS/MONTH*****

Licensed Insurance Producer

Reported: 50-60 policies/mo, \$45-55k premium/mo

Experience: State Farm 2 years

P&C, Life & Health Licensed in GA, SC, AL, FL, TN

Will work REMOTE in EST or CST time zones **No FL Agents Please

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

50+ outbound dials/day, 10+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, customer service. Reports selling 3-5 new life policies per month.

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