

Direct Hire Candidate: 5792

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

October 2022 - Present

Account Manager

- Obtained optimal insurance coverage and competitive rates for clients by processing quotes, binding policies, and completing required follow-ups, including inspections, photos, and supporting documentation.
- Presented insurance policies to clients and educated them on coverage options, rates, and policy details to support informed decision-making.
- Delivered prompt, accurate, and friendly customer service by responding to inquiries related to insurance availability, eligibility, coverage changes, policy transfers, claims submissions, and billing clarification.
- Conducted customer-focused, needs-based reviews to identify risks and recommend appropriate insurance solutions.
- Developed and managed leads, scheduled appointments, assessed customer needs, and marketed relevant insurance products and services.
- Demonstrated a strong work ethic and consistent commitment to daily performance goals and overall business success.

Entertainment Company

October 2020 - October 2022

Owner/ Operator

- Managed day-to-day operations for Trivia and Music Bingo services across multiple venues, ensuring smooth event execution and client satisfaction.
- Conducted direct-to-customer sales to promote services, secure bookings, and grow venue partnerships.
- Maintained an active daily social media presence by engaging with customers, promoting events, and creating and managing paid advertisements.
- Designed digital and print promotional materials using Adobe Photoshop for on-site venue use and online marketing campaigns.
- Recruited, trained, scheduled, and supported a team of trivia hosts, providing guidance, resources, and necessary supplies.
- Hosted live trivia and music bingo events, delivering engaging entertainment experiences for diverse audiences.
- Assisted with payroll processing and administrative support to ensure accurate and timely compensation.

Entertainment Company

March 2013 - October 2020

General Manager

- Managed day-to-day operations for Trivia and Music Bingo services across venues throughout the local area.
- Conducted direct-to-customer sales to promote services, secure bookings, and expand venue partnerships.
- Maintained a daily social media presence by engaging with customers, promoting events, and creating and managing paid advertisements.
- Designed digital and print promotional materials using Adobe Photoshop for on-site venue use and online social media platforms.
- Led and managed a team of 20 trivia hosts by providing training, guidance, scheduling, and necessary event supplies.
- Hosted live trivia and music bingo events, delivering engaging and high-energy entertainment experiences.
- Provided payroll support and administrative assistance to ensure accurate and timely compensation.

*** Please note: Employment dates are approximate*

EDUCATION

Community College

Associate Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – VA, NC, PA, NJ

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Licensed Insurance Producer

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

Experience: State Farm – 3.2 years

Licensed: P&C, Life & Health – VA, NC, PA, NJ

Will work REMOTE in any time zone

Desires a Sales role with a State Farm or Allstate agency @ \$40k+ base, with \$60k+ earning potential

60+ outbound dials/day, 10+ inbound calls, referral sales, pivot & cross selling, bundling, selling raw new leads, & customer service.

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