

Direct Hire Candidate: 6009 ***4-5+ LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

2023 - Present

Agent Team Member (Remote)

- Sold property, casualty, life, and health insurance products to new and existing clients, consistently exceeding sales goals
- Managed and serviced insurance policies, processed applications, and handled client inquiries in a remote environment
- Trained and onboarded new team members on insurance sales techniques, compliance standards, and office procedures
- Tracked daily performance, monitored weekly and monthly sales targets, and maintained accurate client and sales records
- Led the sales team in life insurance production, driving agency growth, client retention, and revenue performance

Local State Farm Agency (Operated by Independently Contracted Agent)

August 2022 - 2023

Agent Team Member

Financial Services Organization

February 2022 - July 2022

Administrative Assistant

- Answered high-volume incoming calls and assisted clients with insurance inquiries and financial document completion
- Scheduled meetings and appointments for agents, improving workflow efficiency and time management
- Prepared, reviewed, and organized documents for insurance agents, ensuring accuracy and regulatory compliance

Financial Institution

October 2020 - January 2022

Dealer Sales Manager

- Managed sales team and executed remote and in-person outreach to automotive dealerships, expanding client base and revenue
- Coordinated client meetings, delivered training sessions, and conducted follow-ups to drive satisfaction and retention
- Developed and implemented strategic sales initiatives, consistently meeting and exceeding performance targets
- Designed training materials and led educational presentations for clients and internal staff

*** Please note: Employment dates are approximate

EDUCATION

Sign Language Interpreter Training Program

Associate Degree

Community College

Associate Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – IA, IL, DC, MO, VA, PA, NJ

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Licensed Insurance Producer

Reported: 30–40 policies/month, \$25-35k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) - 3.8 years

Licensed: P&C, Life & Health – IA, IL, DC, MO, VA, PA, NJ

Will work REMOTE in EST or CST

Desires a Sales with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$40–45k base, with \$60k+ earning potential

30+ outbound dials/day, 10+ inbound calls with pivot & cross selling, referral sales, networking, bundling, self lead generation & customer. The candidate reports 4-5+ new life sales per month.

**** Please note: Employment dates are approximate*