

Direct Hire Candidate: 6007 ***3-5 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

December 2023 - June 2025

Agent Team Member

- Expertise in Property & Casualty insurance products, including Auto, Home, Commercial, Life, and Umbrella policies
- Managed full policy lifecycle: quoting, binding, endorsements, and renewals
- Drove cross-selling initiatives and expanded client accounts to increase revenue
- Built and maintained strong client relationships, improving retention and satisfaction
- Applied effective sales techniques and objection handling to close policies
- Utilized CRM systems to manage workflows, track client interactions, and maintain pipeline accuracy
- Ensured compliance with regulatory standards and maintained awareness of E&O (Errors & Omissions) exposure
- Delivered professional client communication via phone and email, ensuring clarity and responsiveness
- Demonstrated strong time management skills while prioritizing multiple accounts simultaneously
- Maintained accurate documentation and detailed record-keeping for all client and policy activities

Insurance Company

March 2022 - December 2023

Benefits Consultant

- Traveled throughout assigned sales territory to develop and maintain client relationships
- Conducted face-to-face meetings with existing clients and prospective customers
- Proactively contacted and qualified prospects to generate new business opportunities
- Presented insurance products and services tailored to client needs
- Analyzed competitor products, pricing, and market conditions to stay competitive
- Consulted with clients on health benefits, coverage options, and plan selection
- Participated in team meetings and ongoing training workshops to enhance product knowledge and sales skills

Limited Liability Company

October 2021 - May 2023

Brand Ambassador

- Traveled to wine and beverage retail locations within assigned territory to execute promotional activities
- Collaborated with store managers to review assignments and assess designated work areas
- Conducted accurate inventory counts and monitored stock levels at each location
- Led product tastings and samplings to promote brand awareness and drive sales
- Educated consumers and retail staff on product features, history, and production processes
- Consistently achieved sales by successfully selling luxury liqueur products during promotions
- Submitted timely and detailed sales reports to beverage broker via text and email
- Met or exceeded established sales goals and performance targets

*** Please note: Employment dates are approximate

CERTIFICATIONS

Licensed: P&C, Life & Health – AL, GA

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Reported: 25-28 policies/month, \$40-45k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) - 2 years

Licensed: P&C, Life & Health – AL, GA

Will work REMOTE in EST or CST

Desires a Sales role with Any agency @ \$42k base, with \$83k earning potential

20 outbound dials/day, 30 inbound calls with live lead transfers, lead manager, current book of business & calls for quotes.

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