

# Direct Hire Candidate: 5978 \*\*\*5-9 LIFE APP/MO\*\*\* (w/AFLAC)

Licensed Insurance Producer

## EXPERIENCE

### Insurance & Healthcare Services Company

November 2025 - Present

Insurance Agent

### Local State Farm Agency (Operated by Independently Contracted Agent)

January 2024 - November 2025

Agent Team Member

- Generated new business by selling Property & Casualty and Life & Health insurance policies to individuals and businesses
- Assessed client needs and recommended tailored coverage solutions, including auto, home, renters, life, and health insurance
- Built and maintained a strong client pipeline through prospecting, referrals, and networking
- Explained policy features, coverage options, and exclusions to ensure informed purchasing decisions
- Provided policy reviews and cross-sold additional coverage to increase client retention and revenue
- Processed applications, renewals, and policy changes accurately and efficiently
- Maintained compliance with state regulations and company underwriting guidelines
- Delivered high-quality customer service, resolving client concerns and claims-related questions
- Utilized CRM systems to track leads, follow-ups, and sales performance

### Insurance Company

October 2021 - September 2023

Licensed Insurance Sales Agent

- Specialized in under-65 Health & Life insurance sales, helping clients select plans aligned with their healthcare needs and financial goals
- Conducted proactive prospecting through calls, referrals, and networking to build a consistent pipeline of qualified leads
- Closed sales by identifying client needs, presenting customized coverage options, and addressing objections effectively
- Managed client accounts by providing ongoing policy support, renewals, and coverage reviews to ensure long-term satisfaction
- Developed and executed territory strategies to increase market presence and drive revenue growth
- Built strong client relationships to improve retention and generate repeat and referral business
- Maintained accurate records of sales activities and client interactions using CRM tools
- Currently completing training to obtain Property & Casualty license to expand product offerings and cross-selling opportunities

### AFLAC

July 2018 - September 2020

Health and Life Insurance Agent

- Conducted proactive prospecting through calls, networking, and referrals to generate new business opportunities
- Effectively closed sales by identifying client needs, presenting tailored solutions, and overcoming objections
- Managed client accounts by maintaining regular communication, ensuring satisfaction, and identifying upsell opportunities
- Oversaw territory performance by developing strategic plans to maximize market penetration and revenue growth
- Built and maintained a strong sales pipeline to support consistent production and goal attainment
- Strengthened client relationships to improve retention and long-term business growth

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

## EDUCATION

### Private University

Associate Degree

## CERTIFICATIONS

Licensed: P&C, Life & Health – ME

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Licensed Insurance Producer

Reported: 20 policies/month, \$17–20k premium/month (w/AFLAC)

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

Licensed: P&C, Life & Health – ME

Will work REMOTE in any time zone

Desires a Sales role with Any agency @ \$45–48k base, with \$55k earning potential

50 outbound dials/day, 5–10 inbound calls with walk-in leads, quote requests & serving current customers.

Candidate reports selling 5-9 new life policies per month during their time with AFLAC.

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