

Direct Hire Candidate: 6022 ***3-5 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

November 2023 - Present

Agent Team Member

- Proactively contacted prospective clients to present and promote a range of insurance products, including auto, home, life, and business coverage
- Assessed customer needs and recommended tailored insurance and financial solutions to meet individual goals
- Built and maintained strong client relationships by providing ongoing support, answering inquiries, and servicing policy changes

Local State Farm Agency (Operated by Independently Contracted Agent)

October 2019 - November 2023

Agent Aspirant

- Led and developed a high-performing team, implementing strategic marketing initiatives that consistently drove achievement of sales targets
- Evaluated client needs and financial situations to deliver customized insurance and protection plans, improving retention and customer satisfaction
- Generated a strong pipeline of prospective clients through networking, referrals, and proactive outreach efforts
- Trained and mentored team members by setting clear goals, tracking performance, and delegating responsibilities to maximize individual and team success
- Maintained active Property & Casualty and Health & Life insurance licenses, along with SIE registration, ensuring regulatory compliance and deep product expertise

Fitness Center

August 2017 - Present

Personal Trainer (Part-Time)

- Designed and implemented customized fitness programs based on principles of anatomy, nutrition, and exercise science to help clients achieve health and performance goals
- Conducted comprehensive client assessments and delivered ongoing motivation and support, fostering strong relationships and long-term engagement

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

EDUCATION

Public University

Bachelor Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – AL, GA

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Licensed Insurance Producer

Reported: 50-60 policies/month, \$50-60k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) - 6.5 years

Licensed: P&C, Life & Health – AL, GA

Will work REMOTE in EST only

Desires a Sales role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$50k base, with \$100k+ earning potential

80-120 outbound dials/day, 1+ inbound calls, pivot & cross selling, bundling & working lead lists. Candidate reports 3-5 new life sales per month.

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