

Direct Hire Candidate: 6035 ***3-5 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

July 2025 - Present

Agent Team Member

- Prospected and qualified inbound and outbound leads for auto and home insurance products, managing the full sales cycle from initial contact through policy close
- Utilized a consultative sales approach to identify coverage gaps and consistently cross-sold clients with life insurance solutions
- Closed 16 life insurance policies, contributing to the agency achieving top-tier commission status

Progressive Insurance

2020 - July 2025

Senior Licensed Insurance Agent

- Managed a high-volume book of personal lines P&C business, including auto, home, and umbrella policies
- Mentored junior agents on sales techniques, coverage consultation, and compliance best practices
- Consistently exceeded monthly sales targets through referral-based pipeline development and proactive client outreach
- Conducted policy reviews and cross-sell campaigns, increasing multi-policy retention and overall client value

Progressive Insurance

2015 - 2020

Licensed Insurance Agent

- Sold and serviced personal auto and property insurance policies across inbound and outbound sales channels
- Built strong client relationships through needs-based coverage consultations and responsive service
- Achieved top-quartile performance in new policy volume during consecutive annual review cycles
- Licensed in Property & Casualty insurance; maintained all required continuing education and compliance standards

*** Please note: Employment dates are approximate

CERTIFICATIONS

Licensed: P&C – PA | Life & Health – PA, IN, SC, OH

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Licensed Insurance Producer

Reported: 30–40 items/month, \$30–40k premium/month

Experience: Progressive – 10 years, Local State Farm Agency (Operated by Independently Contracted Agent) - 8 months

Licensed: P&C – PA | Life & Health – PA, IN, SC, OH

Will work REMOTE in EST, CST, or MST

Desires a Sales role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$45-48k base, with \$75k earning potential

100+ outbound dials/day, 10+ inbound calls, referral sales, pivot & cross selling, networking, bundling, Agent Aspirant experience & customer service. Reports producing 3–5 new life policies per month.

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