

Direct Hire Candidate: 6046 ***1-3 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

January 2026 - April 2026

Agent Team Member

- Provided customer support for auto, home, life, and renters insurance, explaining coverage options and resolving policy inquiries
- Processed policy updates, renewals, and cancellations while maintaining accurate client records in CRM systems
- Built and maintained client relationships through proactive communication and personalized service
- Identified customer needs and recommended appropriate insurance products to support coverage and retention goals
- Assisted with claims intake and guided clients through the claims process while ensuring compliance with agency and state regulations

Local State Farm Agency (Operated by Independently Contracted Agent)

August 2024 - December 2025

Agent Team Member

- Served as an Account Manager supporting a diverse book of personal lines insurance customers
- Managed sales and service for auto, home, renters, life, and health insurance products
- Built and maintained strong client relationships through proactive communication and follow-up
- Conducted policy reviews to identify coverage gaps and recommend appropriate insurance solutions
- Cross-sold and bundled insurance products to increase household penetration and policy retention
- Responded to customer inquiries regarding billing, coverage changes, and claims support
- Followed up on leads and referrals to generate new business opportunities
- Maintained accurate client records and ensured compliance with policies and procedures
- Provided exceptional customer service to support retention, satisfaction, and agency growth

Local State Farm Agency (Operated by Independently Contracted Agent)

June 2022 - August 2024

Agent Team Member

- Managed sales and ongoing service for all insurance products, ensuring a high standard of customer experience
- Conducted in-depth policy and account reviews to identify coverage gaps and recommend appropriate solutions to fully protect customer assets
- Strategically cross-sold and pivoted across applicable product lines to increase household penetration and improve policy retention
- Proactively followed up on all inbound and outbound leads to generate new business and strengthen client relationships
- Consistently requested referrals and Google reviews from customers to support agency growth, reputation management, and lead generation

*** Please note: Employment dates are approximate

EDUCATION

Public University

Bachelor Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – SC, NC

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Licensed Insurance Producer

Reported: 30–40 items/month, \$20–30k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 4 years

Licensed: P&C, Life & Health – SC, NC

Will work REMOTE in EST or CST (SC opportunities only)

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

100+ outbound dials/day, 5–10+ inbound calls with live leads, referral sales, pivot & cross selling, networking, bundling, win-backs & customer service. Reports producing 1–3 new life policies per month.

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