

Direct Hire Candidate: 6052 ***2-3 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

August 2025 - April 2026

Agent Team Member

- Delivered personalized insurance solutions tailored to individual client needs and risk profiles
- Generated new business through prospecting and cold calling, contributing to a measurable increase in client base
- Built and maintained strong client relationships, achieving a high client retention rate
- Educated clients on insurance products, clearly explaining policy terms, conditions, and exclusions
- Analyzed policies and coverage options to ensure clients had appropriate levels of protection

Local State Farm Agency (Operated by Independently Contracted Agent)

January 2024 - July 2025

Agent Team Member

Marketing Company

March 2021 - Present

Business Owner

- Own and operate a marketing firm specializing in promoting cellular products within big-box retail environments
- Develop and execute in-store marketing strategies to drive customer engagement and increase product sales
- Build and maintain partnerships with major retail locations to secure high-traffic marketing opportunities
- Analyze sales performance and customer interactions to optimize campaign effectiveness and ROI
- Educate consumers on wireless products, plans, and promotions, translating complex offerings into clear value propositions

Multi-Level Marketing

February 2019 - October 2021

Sales Representative

- Scheduled in-home appointments with prospective customers to assess and support their product needs
- Conducted engaging product demonstrations, highlighting quality, performance, and value
- Built strong rapport with customers, creating a positive and memorable sales experience
- Generated sales through consultative selling and personalized recommendations
- Developed communication and presentation skills through one-on-one client interactions
- Managed a consistent pipeline of appointments through referrals, outreach, and follow-ups

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

CERTIFICATIONS

Licensed: P&C, Life & Health – TX, LA, GA, AL

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Licensed Insurance Producer

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

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 1.5 years, Allstate – 9 months

Licensed: P&C, Life & Health – TX, LA, GA, AL

Will work REMOTE in CST only

Desires a Sales role with an Allstate agency @ \$40k+ base, with \$80k earning potential

50+ outbound dials/day, 5+ inbound calls, pivot & cross selling, bundling, win-backs, referral sales, selling from campaign lists & customer service. Reports producing 2–3 new life policies per month during their time with a Local State Farm Agency (Operated by Independently Contracted Agent).

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