

Direct Hire Candidate: 6056 ***2 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Farmers Insurance Group

October 2025 - Present

Outbound Sales

- Developed a solid understanding of managerial responsibilities, including team oversight, decision-making, and performance accountability
- Strengthened skills in value-based selling by aligning products/services with customer needs and business outcomes
- Demonstrated the ability to navigate difficult conversations with professionalism, empathy, and solution-oriented communication
- Cultivated a high level of patience when managing challenges, supporting team members, and handling complex situations

Allstate Insurance

March 2025 - October 2025

Outbound Sales

- Quickly learned and adapted to new computer systems and software, improving efficiency and productivity
- Applied assertive, professional sales techniques to drive customer engagement and close opportunities
- Developed a deeper understanding of insurance sales, including product knowledge, client needs analysis, and compliance considerations
- Demonstrated strong decision-making skills by handling high-pressure situations independently and effectively
- Consistently achieved top sales performance, ranking as a leading producer across multiple months

Local State Farm Agency (Operated by Independently Contracted Agent)

March 2024 - March 2025

Agent Team Member

- Communicated effectively in high-pressure situations, maintaining professionalism and clarity
- Demonstrated strong sales capabilities, consistently identifying opportunities and driving revenue growth
- Improved customer retention by building relationships, addressing concerns, and delivering consistent value
- Exercised strong self-control and professionalism in challenging interactions and fast-paced environments
- Managed time efficiently by prioritizing tasks, meeting deadlines, and balancing multiple responsibilities

*** Please note: Employment dates are approximate

CERTIFICATIONS

Licensed: P&C, Life & Health – WA, OR, ID

Direct Hire Candidate: 6056 ***2 LIFE APP/MO***

Licensed Insurance Producer

Reported: 30–40 items/month, \$27–42k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 1 year, Allstate – 7 months, Farmers – 6 months

Licensed: P&C, Life & Health – WA, OR, ID

Will work REMOTE in PST or CST

Desires a Sales role with Any agency @ \$40–42k base, with \$65k–100k earning potential

200–300 outbound dials/day, 10–12 inbound calls with live lead transfers, internal lead systems & quote-driven calls. Reports producing 2 new life policies per month.

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