

# Direct Hire Candidate: 6062

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Licensed Insurance Producer

## EXPERIENCE

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### Local State Farm Agency (Operated by Independently Contracted Agent)

July 2023 - Present

Agent Team Member

- Licensed in Property & Casualty insurance, specializing in auto and home policy sales through inbound/outbound calls and in-person consultations
- Quoted, explained, and successfully closed insurance policies for new prospects while advising existing clients on appropriate coverage options
- Managed client records and policy updates using Salesforce CRM
- Processed premium payments via check and credit/debit card with accuracy and compliance
- Handled high-volume communications through a multi-line phone system and Microsoft Outlook email

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### Security Guard Service

May 2022 - July 2023

Concierge Supervisor

- Supervised and trained a team of 5 staff members, managing schedules and ensuring adherence to company policies
- Built rapport with 100+ residents daily, resolving inquiries and concerns with professionalism and efficiency
- Monitored security camera systems and enforced building policies to maintain a safe and secure environment

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### Security Guard Service

June 2022 - July 2022

Coordinator

- Maintained accurate records and supported efficient business operations using Microsoft Office and property management software
- Coordinated office resources across departments to streamline workflows and support organizational goals
- Managed a multi-line phone system, screening inquiries and directing calls to appropriate personnel
- Processed and distributed employee checks while maintaining accurate and confidential payroll records

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

## CERTIFICATIONS

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Licensed: P&C – PA

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Licensed Insurance Producer

Reported: 20–30 policies/month, \$20–30k premium/month Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 2.8 years

Licensed: P&C – PA

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with Any agency @ \$40–45k base, with \$55k+ earning potential

50+ outbound dials/day, 30+ inbound calls, pivot & cross selling, developing their own leads, referral sales, win-backs, re-quotes & customer service.

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