

Direct Hire Candidate: 6067 ***5-7 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

April 2025 - Present

Agent Team Member

Local State Farm Agency (Operated by Independently Contracted Agent)

January 2023 - April 2025

Agent Team Member

- Managed client accounts by addressing inquiries, resolving issues, and identifying opportunities to enhance coverage and satisfaction
- Delivered proactive and reactive support by troubleshooting client concerns and recommending tailored solutions
- Generated new business through outbound prospecting and cross-selling additional coverages to existing clients
- Demonstrated strong product knowledge to effectively present insurance options and close sales
- Maintained detailed records, ensured timely follow-ups, and completed tasks with a high level of accuracy and organization
- Supported daily office operations, including opening/closing procedures, managing mail and voicemails, and handling bank deposits when required
- Operated with a high level of accountability and reliability in a team environment, especially in a multi-office setting

Financial Services Firm

July 2021 - January 2023

Location Set-Up/Manager

- Conducted daily surveying and lead development while identifying new opportunities to drive business growth
- Planned, coordinated, and executed kiosk setups as primary locations for lead generation and customer engagement
- Managed logistics and operations for kiosk events, ensuring smooth setup and effective performance
- Built and maintained strong relationships with business clients to support long-term partnerships
- Identified and pursued new channels to market and sell leads, contributing to overall revenue growth
- Demonstrated initiative in expanding client relationships and optimizing lead generation strategies

Allstate Insurance

December 2020 - July 2021

Insurance Sales Rep

- Utilized in-depth knowledge of insurance products and company offerings to generate sales and meet production goals
- Conducted high-volume outbound calls and prepared daily quotes to drive new business opportunities
- Delivered strong customer service by addressing policy questions and assisting clients through claims and accident-related concerns
- Applied problem-solving and critical thinking skills to resolve complex client issues efficiently
- Maintained professionalism and composure while handling sensitive or high-pressure customer situations
- Balanced sales objectives with client support to ensure a positive customer experience and long-term retention

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

CERTIFICATIONS

Licensed: P&C, Life & Health – UT, VA, MD, DC

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Licensed Insurance Producer

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

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 3.3 years, Independent – 1.6 years, Allstate – 7 months

Licensed: P&C, Life & Health – UT, VA, MD, DC

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with Any agency @ \$40–45k base, with \$65k+ earning potential

50+ outbound dials/day, 20+ inbound calls with live leads, referral sales, pivot & cross selling, win-backs, bundling & customer service. Reports producing 5–7 new life and health policies per month.

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