

Direct Hire Candidate: 6074 ***2-4 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

September 2023 - Present

Agent Team Member

- Generated new business by marketing and selling insurance products to prospective clients
- Advised clients on coverage options to match individual needs and risk profiles
- Obtained, processed, and managed insurance policies from application through renewal
- Built and maintained strong client relationships to support retention and referrals
- Ensured accuracy and compliance in policy documentation and servicing activities

Real Estate Brokerage

December 2021 - Present

Real Estate Agent

- Guided clients through buying, selling, and renting properties, ensuring a smooth transaction process from start to close
- Conducted market research and comparative market analyses to price and position properties effectively
- Marketed listings through MLS, digital platforms, social media, and open houses to maximize visibility
- Negotiated contracts and coordinated showings, inspections, and closings to achieve favorable outcomes
- Built client relationships and generated new business through networking, referrals, and consistent communication

Financial Institution

December 2016 - Present

Personal Banker

- Prepared, reviewed, and audited loan documentation to ensure completeness, accuracy, and proper collateral securing
- Maintained and updated collateral valuations, verified real estate taxes, and ensured compliance with lending regulations and bank policies
- Collaborated with Loan Officers to monitor commercial account activity, resolve issues, and manage loan-related correspondence
- Conducted construction loan inspections and managed disbursements based on verified work completion and materials in place
- Supported daily operations by handling client communications, scheduling appointments, promoting bank services, and contributing to team workflow and departmental goals

*** Please note: Employment dates are approximate

CERTIFICATIONS

Licensed: P&C, Life & Health – NM, TX

Direct Hire Candidate: 6074 ***2-4 LIFE APP/MO***

Licensed Insurance Producer

Reported: 30–40 items/month, \$25-40k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 2.7 years

Licensed: P&C, Life & Health – NM, TX

Will work REMOTE in MST, CST, or EST

Desires a Sales or Hybrid role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$40–45k base, with \$65k+ earning potential

10+ outbound dials/day, 20+ inbound calls, referral sales, pivot & cross selling, win-backs, bundling & customer service. Reports producing 2–4 new life policies per month.

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