

Direct Hire Candidate: 6081 ***4-6 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

September 2025 - Present

Agent Team Member

- Specialize in commercial insurance solutions for small- to mid-sized businesses, tailoring coverage to diverse industry needs
- Develop in-depth knowledge of underwriting, risk assessment, and policy structuring within the commercial insurance space
- Build and maintain strong client relationships, providing guidance on coverage options and risk management strategies
- Continuously expand expertise in commercial insurance products and market trends to support professional growth
- Actively preparing for advancement to mid- and high-level account management by strengthening technical knowledge and analytical skills

Allstate Insurance

May 2022 - August 2025

Sales Manager

- Managed a high-volume pipeline of 10+ home insurance leads daily, consistently driving strong sales activity and conversion outcomes
- Developed and implemented effective follow-up strategies to maximize client engagement and production
- Emerged as a top-performing team member, contributing to overall sales growth and office success
- Led role-play training sessions to coach and support fellow agents, improving team performance and confidence
- Fostered a collaborative, team-oriented environment, contributing to a supportive and high-morale workplace culture

Local State Farm Agency (Operated by Independently Contracted Agent)

September 2021 - May 2022

Agent Team Member

- Entered the insurance industry and quickly identified a strong aptitude for sales and client engagement
- Proactively generated leads through self-directed marketing efforts and diverse sourcing strategies
- Consistently ranked as top salesperson on a monthly basis, exceeding performance targets
- Built a solid foundation in insurance fundamentals, including policy knowledge and coverage options
- Strengthened interpersonal and relationship-building skills to effectively connect with and retain clients

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

CERTIFICATIONS

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

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Licensed Insurance Producer

Reported: 30–40 policies/month, \$35–45k premium/month

Experience: Allstate – 3.3 years, Local State Farm Agency (Operated by Independently Contracted Agent) – 1.2 years

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

Will work REMOTE in any time zone

Desires a Sales role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$40–45k base, with \$70k+ earning potential

60+ outbound dials/day, 5+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, self lead generation, networking, win-backs, management exposure, commercial sales & customer service. Reports producing 4–6 new life policies per month.

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