

Direct Hire Candidate: 6073 ***5-6 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

February 2025 - Present

Agent Team Member

- Consistently met and exceeded monthly sales targets across auto, home, renters, life, and health insurance products
- Generated and converted inbound internet leads while maintaining high levels of customer satisfaction
- Identified client coverage gaps and proactively recommended tailored insurance solutions
- Wrote and serviced commercial auto and workers' compensation policies
- Educated clients on policy structure, liability exposure, and effective bundling strategies
- Built and maintained long-term client relationships through personalized, consultative service
- Utilized CRM/ECRM systems to manage client portfolios, streamline workflows, and improve retention rates

Golf Academy

2004 - 2021

Owner & Director

- Built and operated a successful golf instruction business, overseeing all aspects of daily operations
- Managed scheduling, marketing initiatives, and client communications to drive consistent bookings
- Developed personalized coaching programs that improved client performance and generated strong referral growth
- Hosted clinics, camps, and private lessons for individuals and groups of varying skill levels

Golf Course

2016 - 2019

General Manager

- Oversaw daily operations, including staff supervision, budgeting, and overall customer experience
- Managed multiple revenue streams, including memberships, tournaments, and ancillary services
- Coordinated large-scale events and implemented strategies that improved customer retention
- Maintained vendor relationships and handled financial oversight, including expense management and reporting

*** Please note: Employment dates are approximate

CERTIFICATIONS

Licensed: P&C, Life & Health – TX, LA

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Reported: 20–25 policies/month, \$10–15k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) - 2 years

Licensed: P&C, Life & Health – TX, LA

Will work REMOTE in any time zone

Desires a Sales role with Any agency @ \$37k to \$50k+ base, with \$100k earning potential

50 outbound dials/day, 15–20 inbound calls with live lead transfers, warm leads & cold leads. Strong overall sales background with growing insurance experience and high earning upside focus.

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