

Direct Hire Candidate: 6086 ***5-8 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

February 2022 - Present

Agent Team Member

- Assisted customers with product selection and resolved inquiries to enhance the overall shopping experience.
- Maintained organized and visually appealing displays, ensuring product availability in high-traffic areas.
- Processed transactions accurately using point-of-sale systems to support efficient checkout operations.
- Built strong customer relationships to encourage repeat business and customer loyalty.
- Applied knowledge of company policies and procedures to provide accurate information on products and services.

Allstate Insurance

February 2020 - January 2021

Sales Team Member

- Collaborated with team members to develop and implement innovative sales strategies and marketing materials.
- Resolved customer issues promptly, ensuring satisfaction and strengthening loyalty to company products and services.
- Consistently exceeded monthly sales targets through effective communication, persuasion, and negotiation skills.

Insurance Company

May 2018 - January 2020

Insurance Agent

- Developed comprehensive insurance solutions tailored to meet individual client needs.
- Conducted thorough policy reviews to ensure accuracy, compliance, and appropriate coverage.
- Educated clients on coverage options and policy details to support informed decision-making.
- Built and maintained strong client relationships through consistent communication and follow-ups.

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

EDUCATION

Technical College

Associate Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – WV

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Licensed Insurance Producer

Reported: 80–90 policies/month, \$70–80k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 4.1 years | Allstate – 1 year

Licensed: P&C, Life & Health – WV

Will work REMOTE in EST only

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

70+ outbound dials/day, 10+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, developing their own leads, re-quotes, networking & customer service. Reports producing 5–8 new life policies per month.

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