

Direct Hire Candidate: 6094 ***4 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

December 2024 - Present

Agent Team Member

- Generated new business through prospecting, networking, referrals, community outreach, and relationship management across an established client base.
- Consistently exceeded sales goals across Auto, Home, Life Insurance, and Short-Term Disability products.
- Conducted comprehensive coverage reviews and risk assessments to identify policy gaps and recommend tailored insurance solutions.
- Advised clients on policy options, coverage levels, and risk management strategies to align protection with individual needs.
- Utilized CRM platforms, quoting tools, and agency systems to manage sales pipelines, track leads, and support policy servicing.
- Partnered with underwriting and internal support teams to resolve complex policy issues and ensure accurate coverage placement.
- Coordinated and attended community events and local marketing booths to increase brand visibility and generate new client leads.
- Managed the agency's partnership with charities to support community outreach.
- Created short-form social media content to strengthen digital marketing efforts, increase online engagement, and attract prospective clients.

Insurance Company

February 2024 - August 2024

Insurance Broker/Health Insurance Agent

- Converted warm leads into active clients through consultative outreach, relationship building, and consistent follow-up.
- Retained and grew client relationships by delivering responsive service and maintaining ongoing communication.
- Compared plan options and presented benefit recommendations tailored to client needs and eligibility.
- Explained coverage details, identified Special Enrollment Period (SEP) opportunities, and guided clients through enrollment into appropriate plans.
- De-escalated client concerns with empathy and professionalism to build trust and improve client experience.
- Managed confidential personal and medical information with accuracy and discretion.
- Prepared and submitted Medicaid and Extra Help applications to support client access to benefits.
- Monitored submitted applications and policies to ensure timely processing, approval, and follow-up.
- Maintained positive relationships with prospects and clients, including those not immediately approved or enrolled.
- Managed inbound communications, including voicemail follow-up and timely response to client inquiries.

Window Service Provider

October 2023 - December 2023

Appointment Setter

- Engaged prospective customers in consultative conversations to understand window and door needs and identify potential solutions.
- Promoted the brand by representing the company at in-person events, festivals, fairs, and retail locations.
- Generated qualified leads by scheduling appointments for prospective customers with project consultants.
- Built brand awareness and customer engagement through community outreach and face-to-face marketing initiatives.
- Applied strong problem-solving skills in high-volume, fast-paced environments while maintaining a positive customer experience.

*** Please note: Employment dates are approximate

CERTIFICATIONS

Licensed: P&C, Life & Health – CO | Health licensed in 47 states from prior Medicare/Medicaid experience

Direct Hire Candidate: 6094 ***4 LIFE APP/MO***

Licensed Insurance Producer

Reported: 20–30 policies/month, \$25–30k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 1.5 years

Licensed: P&C, Life & Health – CO | Health licensed in 47 states from prior Medicare/Medicaid experience

Will work REMOTE in MST, CST, EST

Desires a Sales role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$42k+ base, with \$50–60k earning potential

50 outbound dials/day, 20 inbound calls with live lead transfers, warm leads, cold leads, referral sales, bundling, networking & raw new sales.

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