

Direct Hire Candidate: 6093 ***3-5+ LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

November 2025 - April 2026

Agent Team Member

- Achieved top sales producer status by leading life insurance sales within the office through targeted prospecting and strong client engagement.
- Managed a hybrid sales and account management role focused on client satisfaction, retention, and long-term relationship growth.
- Generated new business through cold calling, telemarketing, and proactive outreach to expand the customer base.
- Guided clients through the insurance process by providing clear communication, policy support, and responsive service.
- Partnered with agency leadership and team members to achieve special production goals and contribute to overall office success.

Local State Farm Agency (Operated by Independently Contracted Agent)

June 2025 - November 2025

Agent Team Member

Storage Facility

April 2023 - April 2025

Property Manager

- Led the market in exceeding sales and maintenance goals across 11 store locations through strong team leadership and operational execution.
- Coordinated with vendors and contractors to ensure properties met code requirements and maintained operational compliance.
- Managed multiple locations simultaneously, improving property performance, operational efficiency, and customer satisfaction.

Insurance Agency

May 2019 - August 2023

Account Manager

- Managed house accounts for a large agency, overseeing client relationships and insurance policies across 38 states.
- Shopped and compared coverage options from 100+ insurance carriers to secure competitive rates and tailored solutions for clients.
- Cross-sold property, casualty, life, and health products based on client needs, increasing retention and overall satisfaction.
- Supported and guided two agents in policy comparison, client service, and account management to improve team efficiency.
- Led office sales efforts, consistently exceeding production goals and earning top sales recognition within the agency.
- Licensed in Property & Casualty, Life, and Health insurance, with bank certification and broad product knowledge.

*** Please note: Employment dates are approximate

EDUCATION

Private College

Associate Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – TN, MS

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Licensed Insurance Producer

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

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 3.9 years

Licensed: P&C, Life & Health – TN, MS

Will work REMOTE in any time zone ***MUST OFFER HEALTH/STIPEND***

Desires a Sales or Hybrid role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$42–45k base, with \$80k+ earning potential

100+ outbound dials/day, 20+ inbound calls, pivot & cross selling, referral sales, win-backs & customer service.
Reports producing 3–5+ new life policies per month.

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