

Direct Hire Candidate: 6101 ***3-5 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

May 2021 - Present

Agent Team Member (4 Agents)

- Built strong customer relationships through consultative sales, policy reviews, and ongoing account management
- Assisted customers in identifying coverage needs and recommending appropriate insurance products for comprehensive protection
- Managed inbound and outbound sales activity including lead follow-up, cold calling, quoting, and cross-selling opportunities
- Maintained high standards of customer service by responding quickly to client inquiries and resolving policy concerns efficiently
- Educated clients on policy coverage, deductibles, endorsements, and insurance terminology to support informed decision-making
- Processed policy changes, renewals, endorsements, cancellations, and billing inquiries with accuracy and compliance
- Utilized CRM systems and agency software to document client interactions, track leads, and manage daily workflows
- Generated new business through networking, referrals, community outreach, and proactive prospecting strategies
- Collaborated with team members and agency leadership to improve customer satisfaction and agency performance
- Demonstrated leadership potential as a former agent aspirant by learning agency operations, sales management, and business development practices
- Gained hands-on exposure to agency growth strategies, staff coordination, marketing initiatives, and operational procedures
- Handled high-volume communication through phone, email, and text while maintaining professionalism and attention to detail
- Adapted quickly to changing client needs, underwriting guidelines, and company procedures in a performance-driven environment

*** Please note: Employment dates are approximate

EDUCATION

Public University

Bachelor Degree

SKILLS

- Sales & Consultative Selling
- Phone Sales & Telemarketing
- Insurance Sales & Policy Management
- Financial Underwriting
- Customer Relationship Management (CRM)
- Customer Service & Client Retention
- Cold Calling & Lead Generation
- Upselling & Cross-Selling Strategies
- Insurance Management & Aftercare
- Negotiation & Closing Techniques
- Sales Management & Business Development
- Marketing & Consumer Outreach
- Knowledge of Finance & Risk Assessment
- Psychology-Based Sales Communication
- Relationship Building & Account Management
- Prospecting & Pipeline Development

CERTIFICATIONS

Licensed: P&C, Life & Health – MI

Direct Hire Candidate: 6101 ***3-5 LIFE APP/MO***

Licensed Insurance Producer

Reported: 25–35 items/month, \$20–30k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 4.5 years

Licensed: P&C, Life & Health – MI

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$40–45k base, with \$60k+ earning potential

150+ outbound dials/day, 5+ inbound calls, referral sales, pivot & cross selling, bundling, networking & customer service. Reports producing 3–5 new life policies per month.

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