

# Direct Hire Candidate: 6108 \*\*\*3-5 LIFE APP/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### Local State Farm Agency (Operated by Independently Contracted Agent)

February 2022 - Present

#### Agent Team Member

- Utilized CRM software to manage customer interactions, track sales pipelines, and analyze performance data for strategic business planning
- Conducted detailed risk assessments for current clients and prospective customers to identify coverage gaps and recommend tailored insurance solutions
- Sold property, casualty, life, and health insurance products by effectively communicating policy benefits and value propositions
- Built strong client relationships through personalized service, professional communication, and ongoing policy support
- Collaborated with team members to foster a productive and goal-oriented sales environment
- Maintained accurate customer records, policy documentation, and follow-up activities to ensure high levels of client satisfaction
- Identified customer needs and recommended appropriate insurance coverage to protect assets and minimize risk exposure
- Supported agency growth through proactive prospecting, customer retention, and cross-selling opportunities

### Retail

October 2019 - November 2021

#### Sales Supervisor & Warehouse Lead

- Oversaw daily retail store and warehouse operations while providing leadership and guidance to sales associates to improve productivity and customer satisfaction
- Advanced quickly from Sales Associate to Warehouse Lead and Sales Supervisor through strong performance, leadership, and operational efficiency
- Resolved customer concerns and complaints promptly, ensuring positive shopping experiences and fostering long-term customer loyalty
- Maintained high standards of visual merchandising to create an organized, appealing, and customer-friendly shopping environment
- Supervised inventory organization, stock replenishment, and warehouse operations to support efficient store performance
- Trained and mentored team members on customer service, sales techniques, and operational procedures
- Assisted in driving sales growth through effective teamwork, customer engagement, and product knowledge
- Balanced part-time and full-time leadership responsibilities while consistently meeting operational and customer service expectations

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

## CERTIFICATIONS

**Licensed: P&C, Life & Health – GA, TN**

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Licensed Insurance Producer

Reported: 30–40 policies/month, \$20–30k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 4 years

Licensed: P&C, Life & Health – GA, TN

Will work REMOTE in PST, CST, or MST \*\*\*MUST OFFER HEALTH/STIPEND\*\*\*

Desires a Sales or Hybrid role with Any agency (NO Tennessee agents) @ \$40–45k base, with \$65k earning potential

50+ outbound dials/day, 10+ inbound calls with pivot & cross selling, bundling, referral sales, creating their own leads & customer service. Reports producing 3–5 new life policies per month.

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