

Direct Hire Candidate: 6106

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

Present

Licensed Insurance Producer

Local State Farm Agency (Operated by Independently Contracted Agent)

March 2025 - March 2026

Agent Team Member

- Developed and maintained strong client relationships, increasing repeat business and long-term customer retention.
- Identified new market opportunities and expanded the customer base through strategic outreach and relationship building.
- Collaborated with cross-functional teams to deliver customized solutions tailored to client needs and business objectives.
- Built trust with clients by providing responsive communication, personalized service, and ongoing support.
- Contributed to business growth by strengthening partnerships and generating new sales opportunities.
- Worked closely with internal departments to ensure seamless service delivery and client satisfaction.
- Analyzed customer needs and recommended solutions that aligned with operational and financial goals.
- Maintained consistent follow-up and account management practices to support client success and retention.

Construction & Engineering Company

February 2018 - April 2021

Underground Foreman

- Built and maintained strong relationships with contractors, fostering trust, communication, and long-term partnerships.
- Consistently ranked among the top performers in monthly production and operational efficiency.
- Completed projects under budget and ahead of schedule while maintaining high-quality standards.
- Coordinated effectively with contractors and project teams to ensure timely project completion.
- Managed project timelines and resources to maximize productivity and cost efficiency.
- Demonstrated strong leadership and organizational skills in fast-paced work environments.
- Maintained a focus on quality control, safety, and customer satisfaction throughout all project phases.
- Contributed to increased operational performance through efficient planning and execution.

Engineering, Construction & Telecommunication Company

February 2014 - January 2018

Underground Foreman

- Assisted in expanding the company's underground drilling operations through reliable field support and operational efficiency.
- Trained and mentored employees to improve dependability, productivity, and job proficiency.
- Built and maintained strong business relationships that contributed to company growth and new opportunities.
- Supported daily drilling operations while ensuring safety, quality, and project standards were met.
- Developed effective teamwork and communication practices to improve overall crew performance.
- Contributed to business development efforts by fostering positive client and contractor relationships.
- Helped streamline operations through hands-on leadership and employee guidance.
- Demonstrated strong problem-solving skills in fast-paced and demanding work environments.

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

EDUCATION

Public College

Associates Degree

CERTIFICATIONS

Licensed: P&C – AL

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Licensed Insurance Producer

Reported: 40–50 policies/month, \$30–40k premium/month

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

Licensed: P&C – AL

Will work REMOTE in EST,CST,MST ***MUST OFFER HEALTH/STIPEND***

Desires a Sales role with Any agency @ \$35–40k base, with \$60k+ earning potential

15+ outbound dials/day, 30+ inbound calls, referral sales, pivot & cross selling, bundling, self lead generation, working from lead lists & customer service.

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