

Direct Hire: 4827 ** 1-2 LIFE APPS/MONTH **

Licensed Insurance Representative

EXPERIENCE

State Farm

August 2022 - Present

Licensed Team Member

- Develop new business through networking, referrals, lead databases, and cold calling.
- Provide tailored insurance coverage to meet the individual needs of clients.
- Present quotes and educate current and potential customers on available insurance options.
- Develop and implement marketing strategies to effectively promote insurance products.

Communications Company

September 2019 - July 2022

Host & Marketing Coordinator

- Created marketing campaigns and produced commercials for radio play.
- Collaborated with local and national companies to establish branding.
- Afternoon & AM talk show host.

Broadcasting Company

October 2010 - August 2019

Production Assistant/On-Air/Programming/Marketing Assistant

- Used Marketing knowledge and worked with the sales department to create radio advertisements and ad campaigns
- Met clients to develop relationships and help them write and produce their own commercials
- Wrote scripts and processed creative orders for production

EDUCATION

Tech College

Diploma

SKILLS

- Professional Skills: Marketing, Advertising Campaigns, Accounting, Strategies of Marketing, Business Development, Cold Calling Sales, Insurance Management and Aftercare, Sales, Radio Advertisement, Brand Management, Radio, Broadcasting, Sales Promotion, Profit-Based Sales Targets, Customer Relationship Management, Insurance Sales, Event Management, Script Writing
IT Skills: Databases, Electronic Customer Relationship Management (ECRM), Microsoft Office

CERTIFICATIONS

P&C and Life & Health Licensed

State of WV

Notary Public

ROLES, ACTIVITIES & COMPENSATION REQUEST

Reports 35-45 items/\$20-30k premium/month

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$35-40k+ base, with the ability to earn \$65k+ total

50+ outbound dials/day, 30+ inbound calls, re-quotes, pivot and cross selling, bundling, win-backs, referral selling, customer service & reports selling 1-2 new life policies/month