

Candidate 4428

SF Financial Services Pro with business degree in HR MGMT - high volume specialist
KY

- I AM A WINNER!!!
- High Volume Specialist - Systematic. Methodical. Impressive.
- Four character Alias ... (you know you like it)

Authorized to work in the US for any employer

Work Experience

Office Manager / Team Member

State Farm Agent - KY

January 2019 to Present

- Created and maintained processes and procedures.
- Opened, maintained, and negotiated lead accounts.
- Created Sales and "Speed Training" processes for new team members.
- Best month was 72 auto / 34 life.
- Worked all internet resources - ILPs and StateFarm.com to max incoming leads over 6 months.
- Mega. Producer. Resources.
- Billing = PIVOT!
- NECHO is my jam! - ECRM is my preference!
- My dashboard is clean. How does yours look?
- I am an island and a specialist.
- ALWAYS customer service.
- ALWAYS compliant.
- ALWAYS ethical.

Looking for a Forever Agent- a mutually beneficial relationship.

Executive Assistant / Recruiting Coordinator

- Service- KY

January 2016 to December 2018

- High Volume Recruiting
- Data Analysis
- Recruiter Bonuses and performance reviews
- All data reports for the President and VP.
- Truck Driver Appreciation Week
- A lot of Microsoft Excel
- Company Recruiting Manual
- Graphic design
- Created department manuals and flow chart training materials.

Human Resources Specialist

GDIT/Maximus - KY

January 2014 to December 2015

- High volume recruiting.
- Hired 300 employees per month
- Hiring process consisted of 2 interviews, skills test, drug test, and onboarding.
- Hosted all early morning onboarding events.
- New hire paperwork
- Adjudication
- Reported HR Director

Education

Bachelor's degree in Human Resource Management -

Remote

May 2014 to August 2016

Bachelor of Science in Human Resource Management

University - KY

August 2007 to May 2010

Skills

- Project Management (6 years)
- Marketing (10+ years)
- Data Analysis (2 years)
- Recruiting (8 years)
- Presentation Skills
- Budgeting (10+ years)
- Microsoft Office (10+ years)
- Adobe Photoshop
- Employee Orientation (5 years)
- Research
- Insurance Sales (10+ years)
- Management (3 years)
- Account Management (6 years)
- Microsoft Outlook (10+ years)
- Salesforce (10+ years)
- Administrative Experience (2 years)
- Sales Management (3 years)
- CRM Software (10+ years)
- Cold Calling (10+ years)
- Sales Support (10+ years)

- Graphic Design (2 years)
- Outbound Sales (10+ years)
- Business Development (6 years)
- Outside Sales (2 years)
- Social Media Management
- Financial Services

Awards

Founders Award

April 2011

Projected and Sold \$7,000 annual premium - only 3 in the company achieved

1st quarter #1 life producer - Fast Start

March 2020

32 applications - met the goal for the entire agency. The Agent met Travel status in May - that's unheard of

Miamis Mega Producer

October 2022

Average 72 raw new auto with over 100 apps per month

Certifications and Licenses

Property & Casualty License

Present

Kentucky,	Connecticut,
California,	Florida
New York,	

Life Insurance License Present

Kentucky,	Connecticut,
California,	Florida
New York,	

Health Insurance License

Present

Kentucky,	Connecticut,
California,	Florida
New York,	