

Direct Hire Candidate: 4940 **1-2 LIFE APPS/MONTH**

Licensed Multi-Line Representative/HR Manager

EXPERIENCE

State Farm

May 2021 - Present

Licensed Multi-Line Representative/HR Manager

- Focused heavily on providing exceptional customer service, maintaining a strong relationship with clients while addressing their ongoing insurance needs.
- Licensed in Property & Casualty, as well as Life & Health insurance, ensuring comprehensive service across various coverage types.
- Managed existing policyholders by servicing their accounts and contacting leads to acquire new "Raw New" policies.
- Acted as a Notary Public, offering services for document verification and legal purposes.
- Processed surety and fidelity bonds, ensuring compliance with all required regulations.
- Handled office cash management procedures, including processing payments, preparing deposits, and overseeing banking tasks.
- Contributed to Human Resources functions, including interviewing, hiring, and retaining new employees.
- Managed customer accounts, ensuring that all inquiries and requests were handled efficiently and accurately.

Retail Store

November 2020 - April 2021

Assistant Store Manager/Store Manager

- Achieve sales goals and ensure store profitability through effective management and merchandising.
- Monitor inventory levels, manage product displays, and ensure the store is well-stocked and organized.
- Ensure that customer service standards are met by responding to customer inquiries and addressing concerns promptly.
- Analyze financial reports to track store performance, identify areas for improvement, and make necessary adjustments.
- Ensure compliance with all company policies, procedures, and safety regulations.

Retail Store

August 2017 - July 2019

Shift Supervisor/Assistant Manager

- Oversee daily store operations, ensuring efficient performance and smooth execution of all retail functions.
- Manage all aspects of store operations, including cash handling, banking, bookkeeping, receiving, payroll, and human resources.
- Place a major emphasis on exceptional customer service, ensuring that customers have a positive and seamless experience.
- Proficient in receiving practices and warehouse management, maintaining organized inventory and efficient stock handling.
- Hold forklift certification, ensuring safe operation within the store and warehouse.
- Certified in propane dispensing, maintaining compliance with safety regulations.

EDUCATION

Russellville High School, Russellville, AL, US

1997 - 2001

CERTIFICATIONS

P&C, Life & Health Licensed in State of AL

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 20-30 items/\$20-30k premium/month

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$60k+ total

50+ outbound dials/day, 25+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, commercial insurance sales, customer service and reports selling 1-2 new life policies per month.