

Direct Hire Candidate: 4930 ****2-3 LIFE APPS/MONTH****

Licensed Sales Manager

EXPERIENCE

State Farm

July 2023 - December 2024

Licensed Sales Manager

- Spearheaded onboarding and training programs, increasing team efficiency through structured training and fostering a collaborative work environment.
- Drove significant increase in policy sales by implementing targeted sales initiatives and providing personalized training for team members.
- Conducted in-depth sales trend analysis, providing comprehensive reports to support data-driven decision-making and enhance financial planning strategies.

Financial Services Company

March 2023 - July 2023

Financial Advisor

- Advised clients on comprehensive financial planning, covering life insurance, annuities, retirement, budgeting, and long-term care, significantly improving clients' financial security.
- Conducted detailed financial assessments to create personalized solutions, enhancing clients' overall financial health and stability.
- Utilized advanced Microsoft Excel to analyze financial data, generating detailed reports to support effective decision-making and strategic planning.

Vehicle and Building Services Company

August 2016 - July 2023

Owner/Operator

- Managed day-to-day operations, overseeing client calls, dispatching, and ensuring timely, professional service delivery.
- Supervised business logistics, scheduling, and inventory management, optimizing workflow to maintain smooth operations.
- Delivered exceptional customer service by addressing inquiries, resolving issues, and ensuring high levels of client satisfaction through efficient problem-solving.

EDUCATION

University

Bachelor's Degree

College

Associate's Degree

CERTIFICATIONS

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

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 30-40 items/\$30-40k premium/month

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$40-45k base, with the ability to earn \$85k+ total

50+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 2-3 new life policies per month.