

Direct Hire Candidate: 4926 ****2-3 LIFE APPS/MONTH****

Licensed Team Member

EXPERIENCE

State Farm

March 2022 - Present

Licensed Team Member

- Assist clients in selecting customized insurance policies for auto, home, life, health, and business coverage, tailored to their financial goals and personal needs.
- Provide accurate quotes and offer detailed explanations of coverage options, premium costs, and policy details to ensure clients make informed decisions.
- Manage internet-generated leads, implementing follow-up strategies to drive conversions and build long-term customer relationships.
- Review existing policies to ensure they align with policyholders' changing needs, offering professional recommendations for necessary adjustments.
- Consistently meet and exceed sales goals through effective communication, in-depth product knowledge, and exceptional customer service.
- Support clients throughout the claims process, providing guidance and ensuring a smooth and efficient claims experience.

EDUCATION

High School

Diploma

CERTIFICATIONS

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

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 25-35 items/\$30-40k premium/month

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$45k base, with the ability to earn \$65k+ total

30+ outbound calls/day, 20+ inbound calls, pivot and cross selling, lead generation, multi-lining, policy reviews, customer service & reports selling 2-3 new life policies/month.

SKILLS

- Professional Skills: Customer Relationship Management, Profit-Based Sales Targets, Customer Service, Insurance Management and Aftercare, Insurance Claim Processing, Financial Planning, Insurance Sales, Customer Satisfaction, Time Management