

Direct Hire Candidate: 4912

Licensed Team Member

EXPERIENCE

State Farm

October 2018 - Present

Licensed Marketing Representative

- Participated in external and internal training sessions to enhance product knowledge and stay up-to-date with industry trends.
- Attended networking events and business groups to build relationships and expand professional connections.
- Managed regional marketing efforts to increase field sales and drive growth within assigned territories.
- Analyzed weekly sales data and monthly results to identify new growth opportunities and optimize performance.
- Established new client relationships using both personal and online marketing strategies.
- Assessed customer and employee satisfaction to ensure high service quality and identify areas for improvement.

Insurance Company

July 2024 - October 2024

Licensed Marketing Representative

- Participated in external and internal training sessions to stay current with product knowledge and industry trends.
- Managed regional marketing efforts to optimize field sales and drive growth in assigned territories.
- Monitored weekly sales performance and analyzed monthly results to uncover additional growth opportunities.
- Established new client relationships through a combination of personal outreach and targeted online marketing strategies.
- Assessed customer and employee satisfaction to maintain high-quality service and identify areas for improvement.
- Focused on promoting and expanding Non-Standard Auto products to meet diverse client needs.

University

August 2014 - May 2016

Sound Engineer

- Monitored and maintained equipment to ensure optimal performance.
- Suggested innovative methods and techniques to improve efficiency and streamline operations.
- Troubleshoot audio systems and equipment.
- Enhanced the customer experience by promptly addressing and resolving audio system issues.
- Reproduced and duplicated sound recordings from original media using sound editing and duplication equipment.
- Collaborated to achieve the desired sound quality for various production types.

EDUCATION

University

Bachelor's Degree

CERTIFICATIONS

P&C, Life & Health Licensed in States of MO, KS

ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

40+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, bundling & customer service.

SKILLS

- Professional Skills: Digital Marketing, Sales, Marketing, Strategies of Marketing, Customer Relationship Management, Job Satisfaction Monitoring, Editing, Customer Experience, Sound Systems, Post-Production, Knowledge of Advertising, Public Relations, Social Media, Customer Service, Insurance Management and Aftercare