

Direct Hire Candidate: 4909

Licensed Sales Leader

EXPERIENCE

State Farm

January 2020 - Present

Licensed Sales Leader

- Cultivated and maintained strong client relationships through outstanding customer service, leading to a high rate of repeat business.
- Designed and executed innovative sales strategies, expanding market share and boosting revenue growth.
- Partnered with the finance department to offer competitive financing options, driving increased sales volume.
- Led comprehensive product demonstrations and test drives, effectively highlighting vehicle features and benefits.
- Oversaw the entire sales process from initial contact to vehicle delivery, ensuring customer satisfaction at every step.
- Engaged in regular training sessions to enhance product knowledge and refine selling techniques.

Medical Facility

November 2018 - December 2020

Staff Member

- Managed assigned tasks in a high-pressure environment, meeting deadlines and ensuring quality outcomes.
- Communicated updates to the team via email, ensuring everyone is informed of changes or progress.
- Collaborated with the team on a weekly basis to assess individual client needs, discharge plans, and progress.
- Organized and set up events, ensuring smooth execution and positive client experience.

Restaurant

March 2018 - November 2018

Server

- Demonstrated excellent communication and organizational skills to ensure smooth operations and customer satisfaction.
- Delivered exceptional service with patience, addressing customer inquiries and ensuring a positive dining experience.
- Collaborated as a team player, supporting colleagues to maintain a seamless workflow and enhance the overall service experience.
- Prepared the restaurant before opening, ensuring all items were ready and organized for the day.
- Managed closing duties, cleaning and setting up for the next day's service while maintaining high standards of organization and cleanliness.

CERTIFICATIONS

P&C Licensed in States of TX, AR, OK, LA

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 40-50 policies/\$50-60k premium/month

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$42-45k base, with the ability to earn \$75k total

50+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, lead generation, re-quotes, referral sales, commercial sales & customer service.

SKILLS

- Professional Skills: Customer Service, Sales Processes, Sales Strategy, Customer Satisfaction, Sales, Knowledge of Finance, Innovation, Upselling Skills, Scheduling, Task Management, Microsoft Office