

# Direct Hire: 4907 \*\*5-6+ LIFE APPS/MONTH\*\*

Licensed Account Manager

## EXPERIENCE

### State Farm

March 2018 - Present

Licensed Account Manager Remote

- Developed and implemented marketing strategies to promote insurance products and financial planning services.
- Maintained Life and Health Insurance License, providing clients with customized coverage options.
- Held Property and Casualty Insurance License, offering a wide range of insurance products to meet client needs.
- Managed client accounts remotely, ensuring excellent customer service and retention while meeting sales and performance goals.

### Communications Company

September 2016 - February 2018

Service Technician

- Installed and programmed high-end surround sound and TV systems
- Led a team in designing and implementing blueprint/floor layouts for home entertainment systems.
- Successfully cross-sold additional products and services, contributing to overall sales growth.
- Utilized growth marketing strategies to expand customer base and enhance brand visibility.

### Entertainment Company

May 2015 - October 2016

Audio Visual Technician

- Set up, struck, and equalized live sound for concert stages and venues, ensuring high-quality audio experiences.
- Coordinated project logistics, including stage design and setup, to ensure smooth event execution.
- Interacted with clients and event attendees to promote services and acquire additional business opportunities.
- Contributed to an increase in profitability by improving operations and expanding the client base within one year.

## EDUCATION

### University

July 2021 - August 2024

Bachelor's Degree

### The University of Texas at San Antonio, San Antonio, TX, US

January 2006 - May 2010

## CERTIFICATIONS

### P&C, Life & Health Licensed in the States of CO, UT

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in any time zone \*\*NOTE: No CA, NY, or FL agents

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

100+ outbound calls/day, 15+ inbound calls with live leads, pivot and cross selling, lead generation, customer service & reports selling 5-6+ new life policies per month.

## SKILLS

- Professional Skills: Marketing, Financial Planning, Sales, Graphic Design, Public Relations, Management and Aftercare, Accounting, Insurance Sales, Brand Management, Business Marketing, Business Planning, Customer Service, Business Development, Business Relationship Management, Cold Calling Sales