

Direct Hire: 4903 **3-4 LIFE APPS/MONTH**

Licensed Team Member

EXPERIENCE

Insurance Company

April 2024 - June 2024

Operations Analyst

- Supported life insurance business by collaborating with third-party contacts to audit and reconcile data discrepancies.
- Researched missing data and resolved issues efficiently, ensuring accurate and timely information delivery.
- Addressed inquiries from clients and stakeholders, providing updates and information as requested.
- Communicated necessary information clearly through both verbal and written correspondence, ensuring prompt issue resolution.

State Farm

January 2019 - April 2024

Licensed L&H Products Representative

State Farm

January 2016 - January 2019

Licensed Marketing Associate

- Sold insurance policies to new and existing clients, building comprehensive insurance and financial portfolios.
- Utilized internal risk assessments, needs assessments, and activity tracking analysis systems to guide client decisions.
- Developed and maintained ongoing relationships with existing and potential clients, ensuring continued satisfaction and retention.
- Facilitated training for team members, sharing knowledge and strategies to improve sales performance, while attending territory workshops to enhance skills.

Mortgage Company

January 2015 - January 2016

Inbound Sales Specialist

- Guided customers through the home buying process, educating them on purchasing and refinancing options.
- Facilitated the sale of products across multiple lines of business, ensuring the best options for clients.
- Maintained Quality Assurance requirements and ensured compliance with industry standards and regulations.

EDUCATION

University

Bachelor's Degree

CERTIFICATIONS

P&C, Life & Health Licensed in IA

ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in CST, EST, or MST time zones

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$65k+ total

30+ outbound calls/day, 20+ inbound calls, pivot and cross selling, referral selling, lead generation, customer service & reports selling 3-4 new life policies per month.

SKILLS

- Professional Skills: Health Products, Insurance Management and Aftercare, Auditing Skills, Knowledge of Finance, Risk Analysis, Customer Demand Planning, Sales Strategy, Carrying out Assessments, Marketing, Sales, Refinancing, Quality Management, Knowledge of Purchasing Processes, Procurement Management, Mortgage Loans, Strategic Management, Business Process Improvement, Customer Service