

Direct Hire Candidate: 4900 **5-8 LIFE APPS/MONTH**

Licensed Insurance Broker

EXPERIENCE

Insurance Agency

March 2024 - October 2024

Licensed Insurance Broker

- Provided personalized coverage guidance to both prospects and current insureds, ensuring their insurance needs were met based on individual circumstances.
- Clearly communicated tailored insurance recommendations, ensuring clients understood how their coverage fits their specific situations.
- Educated clients on the dynamic insurance market, keeping them informed about changes and helping them make well-informed decisions.
- Consistently worked toward achieving daily, weekly, and monthly sales goals, contributing to team success and client satisfaction.

State Farm

October 2019 - March 2024

Licensed Sales Manager

- Presented and closed property, casualty, and life insurance quotes, ensuring both current and future clients received comprehensive coverage that met their needs.
- Conducted weekly sales training sessions with the sales team, identifying areas of improvement and promoting professional growth.
- Maintained clear communication with the agent to align and achieve office goals on a daily, weekly, monthly, quarterly, and annual basis.
- Fostered a results-driven environment by consistently meeting or exceeding sales targets and improving team performance.

Vehicle Services Center

October 2017 - October 2019

General Manager

- Built efficient weekly schedules to ensure full weekly staffing, optimizing coverage and performance.
- Spot-checked and provided hands-on assistance to associates with daily tasks, ensuring smooth operations and high productivity.
- Effectively handled damage claims, ensuring customer satisfaction while protecting the business's interests.
- Conducted monthly training sessions with staff to address areas of opportunity, improving performance and enhancing team skills.

EDUCATION

High School

High School Diploma

CERTIFICATIONS

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

ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in CST or EST time zones

Desires a Sales role with a State Farm Agency @ \$45k+ base, with the ability to earn \$90k+ total

150+ outbound dials/day, 15+ inbound calls with live leads, referral sales, pivot and cross selling, bundling, sales management, customer service & reports selling 5-8 life policies/month.

SKILLS

- Professional Skills: Sales, Sales Training, Banking Services, Mentoring, Insurance Claim Processing, Accounting, Profit-Based Sales Targets, Gross Sales, Customer Experience