

# Direct Hire: 4894 \*\*5-10 LIFE APPS/MONTH\*\*

Licensed Office Manager, Agent Aspirant

## EXPERIENCE

### State Farm

September 2021 - Present

Licensed Office Manager, Agent Aspirant

- Provide professional insight and coaching to the team daily to improve performance.
- Deliver prompt, accurate, and friendly customer service to ensure customer satisfaction.
- Set daily goals for the team and calculate sales projections to track progress.
- Collaborate with the agent to establish and achieve marketing goals.
- Develop leads, schedule appointments, identify customer needs, and market appropriate products and services.
- Maintain a strong work ethic with a total commitment to success every day.

### Allstate

December 2020 - September 2021

Licensed Sales Agent

- Developed insurance quotes, sales presentations, and account analysis to meet client needs.
- Assisted with day-to-day business operations, ensuring smooth workflow and customer satisfaction.
- Consistently exceeded monthly sales goals by leveraging industry knowledge and strong sales techniques.

### Financial Services Company

December 2019 - December 2020

Executive Loan Processor

- Conducted home buying seminars to educate clients on the process and benefits of homeownership.
- Created marketing campaigns and advertisements to generate leads and attract potential clients.
- Utilized systems to create applications, generate pre-approvals, and clear conditions for mortgage processing.
- Managed loan processing and origination, ensuring a smooth and efficient approval process.

## EDUCATION

### University

Bachelor's Degree

## CERTIFICATIONS

### P&C, Life & Health Licensed in State of TN

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 60-70 policies/\$50-60k premium/month

Will work REMOTE in any time zone

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

\*\*\*MUST OFFER MEDICAL, DENTAL, & VISION BENEFITS\*\*\*

Agency Aspirant seeking a remote position. 75+ outbound calls/day, 30+ inbound calls, pivot and cross selling, lead generation, referrals, social media marketing, customer service & reports selling 5-10 new life policies per month.

## SKILLS

- Professional Skills: Marketing, Sales, Customer Service, Mentoring, Knowledge of Campaigns, Customer Demand Planning, Business Partnerships, Benchmarking Skills, Food Drives, Loan Origination Process, Profit-Based Sales Targets, Business to Business Commerce, Planning of Accounts, Business Development, Generation of Leads, Sales Presentations IT Skills: Microsoft Office, Google Analytics