

Direct Hire: 4887 **1-2 LIFE APPS/MONTH**

Licensed Team Member

EXPERIENCE

State Farm

January 2023 - Present

Licensed Team Member

- Managed client accounts by addressing inquiries, processing coverage changes, and ensuring client needs were met while maintaining accurate records.
- Provided thorough reviews of client accounts to ensure all aspects of their coverage were up to date and in good standing.
- Engaged in outbound sales and cross-selling to generate new business and discuss additional coverage options with existing clients.
- Demonstrated a strong understanding of available insurance products and tailored recommendations to meet client needs.
- Maintained office operations by ensuring timely opening and closing, checking mail and voicemails, and processing bank deposits.
- Took ownership of office management tasks, ensuring smooth day-to-day operations and contributing to overall office success.

Insurance Services

July 2021 - January 2023

Location Set-Up/Manager

- Managed day-to-day surveying and lead development while overseeing the setup, planning, and execution of various kiosk locations.
- Developed and maintained strong business relationships with clients, ensuring consistent communication and satisfaction.
- Actively sought new opportunities to sell leads, continuously exploring innovative methods for business growth.
- Coordinated with the team to drive sales, increase brand visibility, and achieve company targets.

Allstate

December 2020 - July 2021

Licensed Insurance Sales Agent

- Utilized in-depth knowledge of Allstate products and policies to assess customer needs and successfully close sales.
- Engaged with potential clients to identify their specific insurance needs and recommended suitable coverage options.
- Provided exceptional customer service by addressing client inquiries, resolving policy-related issues, and offering support during accidents and claims.
- Developed problem-solving skills by managing complex customer situations, ensuring satisfaction and timely resolution of issues.

CERTIFICATIONS

P&C Licensed in all 50 States, Life & Health Licensed in the State of UT

SKILLS

- Professional Skills: Sales, Business Development, Customer Account Management, Customer Demand Planning, Deposit Accounts, Customer Service, Kiosks, Business Relationship Management, Mentoring, Insurance Sales

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 30-40 items/\$40-50k premium/month

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$42-45k base, with the ability to earn \$65k total

Seeking a remote or in-office position. 50+ outbound calls/day, 25+ inbound calls, pivot and cross selling, lead generation, referral sales, win-backs, customer service & reports selling 1-2 new life policies per month.