

Direct Hire Candidate: 4881 **3-5+ LIFE APPS/MONTH**

Licensed Office Manager

EXPERIENCE

State Farm

October 2018 to Present

Licensed Office Manager

- Led a team in driving sales, consistently meeting and exceeding sales targets and performance goals.
- Developed and executed strategic plans to achieve sales promotions and increase overall business growth.
- Conducted interviews with potential employees, ensuring the selection of candidates aligned with company culture and sales goals.
- Sold a diverse portfolio of insurance products, including home, auto, life, health, and business insurance.
- Provided tailored insurance solutions to meet the specific needs of clients.
- Enhanced the company's online reputation and presence, boosting visibility and engagement.

Retail Service Provider

October 2018 - Present

Trainer/Sales

- Provided in-store service to promote brand visibility and customer engagement.
- Followed up with customers to gather product feedback and improve service.
- Led training sessions to enhance staff performance.
- Developed and led promotional campaigns focused on high-priority item sales and team incentivization.

Recovery Company

October 2016 to December 2017

Disputes Specialist/CPI Team Lead

- Interfaced with clients to deliver a personalized customer service experience while addressing and investigating incoming credit disputes.
- Reported incidents and disputes to major credit bureaus, working to resolve issues in a timely and effective manner.
- Maintained and developed day-to-day operational processes for employees in the Disputes Department to improve efficiency and accuracy.
- Collaborated with team members to ensure streamlined workflows and foster a proactive approach to credit dispute resolution.

CERTIFICATIONS

P&C, Life & Health Licensed in State of VA

ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

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

Desires a Sales or Hybrid role with a State Farm or Allstate Agency @ \$40-45k base, with the ability to earn \$80k+ total

6+ years State Farm Aspirant team member seeking a remote role. 100+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, office management, lead generation, re-quotes, win-backs, customer service & reports selling 3-5+ new life policies per month.

SKILLS

- Professional Skills: Sales, Insurance Management and Aftercare, Annuity Investments, Sales Promotion, Brand Management, Customer Service, Marketing, Maintenance, Business Development, Customer Account Management, Customer Relationship Management, Negotiation Skills, Time Management, Property Management, Digital Marketing, Direct Marketing, Market Research, Search Engine Marketing, Administrative Operations, Office Management, Business ModelIT Skills: Microsoft Office, Salesforce.Com, Python (Programming Language)