

Direct Hire: 4970 ****1-2 LIFE APPS/MONTH****

Licensed Team Member

EXPERIENCE

State Farm

April 2016 - Present

Licensed Team Member

- Managed customer accounts by identifying and addressing their specific insurance needs.
- Provided accurate and timely insurance quotes, guiding customers through coverage options.
- Demonstrated attention to detail while addressing customer inquiries and resolving concerns effectively.
- Delivered exceptional customer service, ensuring clients received the best insurance solutions tailored to their needs.

Beauty Services

April 2014 - April 2016

Esthetician

- Customized facials based on individual client skin care needs, ensuring optimal results.
- Provided expert recommendations on skin care products tailored to each client's skin type.
- Delivered personalized customer service, helping clients achieve their skincare goals through customized treatments and product suggestions.
- Successfully promoted and sold skincare products to clients, increasing retail sales and customer satisfaction.

Bar

September 2010 - September 2014

Bartender

- Greeted and served customers in a friendly and timely manner.
- Maintained a clean and organized bar area, ensuring compliance with health and safety regulations.
- Engaged with customers, creating a welcoming and social atmosphere while handling customer inquiries and concerns.

EDUCATION

High School

Diploma

CERTIFICATIONS

P&C, Life & Health Licensed in the States of WI, IL

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 35-45 policies/\$25-35k premium/month

Will work REMOTE in CST or EST time zones

Desires a Sales or Hybrid role with a State Farm Agency @ \$45k base, with the ability to earn \$60k+ total

40+ outbound dials/day, 30+ inbound calls/day, pivot and cross selling, referral sales, creating lead lists, bundling, win-backs, and customer service. Reports selling 1-2 life policies/month.

SKILLS

- Professional Skills: Sales, Well-being and Personal Care, Customer Account Management, Customer Relationship Management, Upselling Skills, Insurance Sales, Customer Service, Vehicle Insurance, Agriculture IT Skills: Salesforce.Com, Microsoft Office