

## **Direct Hire Candidate: 5051 \*\*1-2 LIFE APPS/MONTH\*\***

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Licensed Insurance Sales Representative

Reported: 20-30 items per month / \$20-30k premium per month

State Farm 1 year

P&C, Life & Health Licensed in OK & TX

Will work REMOTE in any time zone

Desires: A Sales or Hybrid role with a State Farm Agency @ \$38-40k base, with the ability to earn \$75k+ total

100+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 1-2 new life policies per month.

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Licensed Insurance Sales Representative

## EXPERIENCE

### State Farm

*April 2024 - Present*

Licensed Insurance Sales Representative

- Built and maintained strong client relationships, providing personalized service and guidance to support informed, needs-based decisions.
- Assisted Spanish-speaking clients using translation software, leading to new referrals from satisfied customers.
- Managed daily administrative tasks, including notifying clients about policy updates and proactively reaching out during renewals to discuss rate changes and coverage adjustments.
- Promoted to manage and maintain a book of business during a transition, supporting a non-licensed team member while acquiring new business for the original office.

### Insurance Company

*May 2023 - March 2024*

Commercial Lines Account Rep

- Managed communication with insured clients and agents, providing updates on coverage and addressing client needs.
- Efficiently handled change requests, fostering a welcoming environment for diverse client concerns.
- Developed and executed strategic action plans, consistently meeting goals within set timelines.

### Printing Company

*May 2022 - May 2023*

Post Press Operator

- Operated within a rotating team, ensuring the efficient operation and maintenance of warehouse machinery and equipment.
- Led the team in the absence of the second-shift supervisor, maintaining accuracy and consistent production levels.

## CERTIFICATIONS

**P&C, Life & Health Licensed in the State of OK & TX**

## SKILLS

Business Development, Customer Relationship Management, Insurance Sales, Administrative Operations, Stock Control, Expediting, Machinery, Retail Commerce, Scheduling, Accounting, Cash Management, Strategies of Pricing, Customer Experience, Sales, Sales Training, Maintenance, Technical Support, Graphic Design