

## Direct Hire Candidate: 5046

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Licensed Insurance Account Representative

Reported: 25-35 policies per month / \$18-28k premium per month

State Farm 2.5 years

P&C, Life & Health Licensed in KY, TN

Will work REMOTE in any time zone \*\*MUST OFFER MEDICAL OR STIPEND

Desires a Sales or Hybrid role with any Agency @ \$42-45k+ base, with the ability to earn \$60k total

Roles include: 30+ outbound calls/day, 20+ inbound calls, pivot and cross selling, developing their own leads, referrals, bundling, and customer service.

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## EXPERIENCE

### State Farm

April 2022 - November 2024

Licensed Insurance Account Representative

- Strengthened analytical skills by marketing products that met clients' specific needs.
- Increased sales by understanding and cross-selling property, casualty, life, and health insurance products to maximize quotas.

### Health Care Services

April 2021 - December 2021

Admission/Marketing Director

- Developed and implemented marketing strategies, increasing census significantly within the first 6 months.
- Generated new leads and maintained client relationships through inbound and outbound calls, and marketing visits.
- Gained expertise in Medicare, Medicaid, and commercial insurance, serving as a key information resource for potential clients.

### Health Care Services

May 2020 - April 2021

Resource Center Coordinator

- Provided supportive counseling to the elderly and disabled population, addressing individual needs and enhancing communication skills.
- Increased community awareness through outreach and marketing strategies, sharing information on available resources.
- Gained a deeper understanding of commercial insurance by collaborating with Anthem Insurance in contract management.

### Retail Store

November 2005 to May 2020

Assistant Manager

- Drove sales and profitability by maintaining store standards, managing inventory, and ensuring customer satisfaction.
- Gained expertise in financial statement analysis, managing store budget, and maximizing profit through efficient use of sales, wages, and supplies.
- Strengthened leadership abilities by leading a high-performing e-commerce team recognized for regional success.
- Enhanced project management skills by overseeing the integration of new company programs.

## EDUCATION

### University

Masters of Business Administration & Bachelor's Degree

## CERTIFICATIONS

P&C, Life & Health Licensed in KY, TN

## SKILLS

Proficient with Microsoft Office, Great communication skills, Detail oriented, Strong ability to multitask, Microsoft Office, Customer Service, Time Management, Assistant Manager Experience, Project Management, E-Commerce, Budgeting, Merchandising, Store Management Experience, Management, Insurance Verification, Sales, Recruiting