

Direct Hire Candidate: 5078 **2-4 LIFE APPS/MONTH**

Licensed Team Member

Reported: 30-40 policies/month, \$20-30k premium/month

State Farm 1 year

P&C, Life & Health Licensed in GA, FL

Will work REMOTE in EST or CST

Desires: A Sales or Hybrid role with a State Farm Agency @ \$40k+ base, with the ability to earn \$70k+ total

70+ outbound dials/day, pivot and cross selling, win-backs, requotes, bundling, customer service & reports selling
2-4 raw new life policies/month.

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Licensed Team Member

EXPERIENCE

State Farm

July 2023 - Present

Licensed Team Member

- Assessed clients' needs and financial situations, providing tailored protection plans that met their specific criteria.
- Developed and executed marketing strategies to promote new insurance contracts and suggest adjustments to existing plans.
- Monitored insurance claims to ensure client satisfaction and timely resolution.
- Continuously updated industry knowledge to stay informed about new products and services.
- Gained comprehensive knowledge of various insurance plans, including auto, fire, life, property, and business coverage.
- Demonstrated the ability to exceed set goals and sales targets.
- Communicated effectively with clients, presenting solutions and influencing decisions to close sales.
- Built and maintained long-term client relationships by offering client-focused solutions.

Contracting Company

May 2020 - July 2023

Secretary

- Answered calls, emails, and handled all client correspondence, ensuring clear communication.
- Managed client payment schedules and issued invoices bi-weekly to maintain consistency.
- Input invoices and payments into the system to ensure accurate record-keeping and balanced accounts.
- Assisted in maintaining organized records, billing, and bookkeeping to ensure proper financial management.

Education Facility

August 2016 - April 2020

Childcare Worker

- Supervised and ensured the safety of children in my care, maintaining a secure environment.
- Helped establish and enforce daily routines and schedules to promote structure and consistency.
- Encouraged learning and socialization among children to foster developmental growth.
- Created and implemented lesson plans and activities, ensuring daily and weekly engagement.

EDUCATION

University

Bachelor's Degree