

Direct Hire Candidate: 5066

State Farm Agent Team Member

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

6 months State Farm

P&C, Life & Health Licensed in TX

Will work REMOTE in CST & EST

Desires: A Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$60k+ total

50+ outbound dials/day, 50+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service.

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EXPERIENCE

State Farm

August 2024 - Present

State Farm Agent Team Member

- Provide service and quotes for Life, Home, and Auto insurance policies, ensuring clients have the coverage they need.
- Generate new business through cold calling and actively pursuing leads.
- Build and maintain strong relationships with both existing customers and new prospects by establishing rapport and understanding their needs.

Farmers

August 2017 - May 2018

Sales and Customer Representative

- Managed client accounts, processed claims, handled payments, and maintained accurate records in both office and phone-based interactions.
- Provided quotes for Auto insurance policies, ensuring clients understood their coverage options and made informed decisions.
- Established and nurtured strong client relationships through consistent follow-up and exceptional customer service.
- Proactively identified new business opportunities and assisted in growing the client base through cold calls and referrals.

Insurance Company

November 2014 - March 2016

Customer Service Representative

- Assisted customers with rate and balance inquiries, providing clear and accurate information.
- Explained policy details and serviced accounts, ensuring efficient customer support within a required average time-frame.
- Addressed customer concerns with professionalism and aimed to resolve inquiries quickly and effectively.
- Maintained a strong focus on customer satisfaction while managing call volumes and service quality.

Store Delivery Service

May 2013 - August 2014

Customer Service Representative

- Managed sales activities, ensuring that customer needs were met and sales targets were achieved.
- Handled inventory control, ensuring products were well-stocked and organized.
- Maintained store cleanliness and operational efficiency, ensuring a positive shopping experience.
- Responsible for opening and closing procedures, ensuring the store ran smoothly during shifts.

EDUCATION

High School

Diploma