

Direct Hire Candidate: 5090 **3-4 HEALTH APPS/MONTH**

Licensed Sales Producer

Reported: 40-50 policies/month, \$25-35k premium/month

State Farm 2 years

P&C, Life & Health Licensed in NC, SC, VA, TN, GA

Will work REMOTE in EST only

Desires a Sales role with a State Farm Agency @ \$45k+ base, with the ability to earn \$80k+ total

25+ outbound dials/day, 25+ inbound calls with live lead transfers, pivot and cross selling, retention, social media marketing, commercial sales, requotes, bundling, networking, customer service & reports averaging 3-4 sales/month of health products.

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EXPERIENCE

State Farm

March 2022 - April 2024

Director of Business Relations

- Assessed the needs and financial situations of individual and business clients, recommending tailored protection plans to meet their specific criteria.
- Generated new business by leveraging networking, sales, and marketing strategies to drive agency success.
- Promoted various insurance contracts and suggested relevant additions or modifications to existing policies.
- Educated clients on different insurance options, helping them choose coverage that best suited their personal or business needs.

Restaurant

October 2018 - Present

P/T Assistant Manager

- Promoted and recommended drinks and culinary options to enhance guest satisfaction and drive restaurant revenue.
- Delivered exceptional customer service to ensure a positive dining experience for all guests.
- Demonstrated strong teamwork and professionalism, contributing to a collaborative and efficient work environment.
- Maintained composure and set a positive example for others during high-volume periods, ensuring smooth operations and customer satisfaction.

Restaurant

June 2005 - Present

P/T Server

- Collaborated seamlessly with team members while providing guidance and motivation to enhance overall team performance.
- Built strong relationships with both new and returning guests, ensuring a high retention rate and positive guest experiences.
- Managed bar operations, including cocktail design and menu creation, inventory management, regulatory compliance, and fostering customer relationships to boost satisfaction and improve restaurant performance.

EDUCATION

University

Bachelor's Degree

CERTIFICATIONS

P&C, Life & Health Licensed in the States of NC, SC, VA, TN, GA