

Direct Hire Candidate: 5102 **2-3 LIFE APPS/MONTH**

Licensed Senior Account Executive

Reported: 30-40 policies/month, \$35-45k premium/month

State Farm 1.5 years, Farm Bureau 1 year

P&C, Life & Health Licensed in KS, MO, OK, NE

Will work REMOTE in CST only

Desires a Sales role with a State Farm Agency @ \$40-45k+ base, with the ability to earn \$70k total

30+ outbound dials/day, inbound calls with live lead transfers, pivot and cross selling, referral sales, bundling, customer service & reports selling 2-3 new life policies/month during their time with State Farm.

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EXPERIENCE

Farm Bureau

March 2024 - Present

Senior Account Executive

- Sold insurance products, including property, casualty, life, and health coverage, by prospecting, cold calling, and presenting tailored solutions to meet customers' needs. Consistently met or exceeded sales targets, contributing to agency growth.
- Provided exceptional customer service, handling policy inquiries, processing quotes, and addressing client concerns. Assisted with coverage changes, offering Super Checks to ensure clients received the best coverage and value for their needs. Built long-term client relationships through timely and effective solutions.
- Developed and implemented marketing strategies to promote Farm Bureau's products and services.

State Farm

August 2022 - March 2024

License Insurance Producer

- Assisted consumers in selecting insurance policies tailored to their specific needs and preferences.
- Explained various insurance policies and products to both potential and existing clients, guiding them toward the most suitable coverage options.
- Issued accurate quotes, maintained comprehensive client records, prepared detailed reports, and addressed any client inquiries regarding insurance plans and policies.
- Demonstrated strong written and verbal communication skills to effectively convey complex insurance concepts.
- Provided expert guidance to clients in selecting insurance policies that aligned with their unique needs, offering personalized solutions.
- Regularly reviewed and updated client policies to ensure their coverage remained appropriate, especially during significant life changes.
- Educated clients on a broad range of insurance products, helping them make informed decisions about their coverage.

Home Improvement Store

March 2022 - August 2022

Pro Service Specialist

- Managed sales for the Pro Desk, providing specialized assistance to professional contractors and business customers.
- Assisted customers in selecting the right products for their projects, ensuring they received competitive pricing and high-quality materials.
- Handled customer inquiries, order processing, and follow-ups to ensure customer satisfaction and timely project completion.
- Built and maintained strong relationships with professional customers, offering personalized service to help them meet their project goals.

Municipal Services

June 2016 - October 2021

Various Sectors of Law Enforcement

- Police officer responsible for maintaining public order, enforcing laws, and protecting citizens. Patrol assigned areas, respond to emergencies, investigate crimes, arrest offenders, and collect evidence.
- Court officer responsible for ensuring the safety and security of the courtroom and its participants. Maintain order during hearings, escorting defendants, witnesses, and jurors, and ensuring that court procedures run smoothly.
- Correctional officer supervision of inmates in correctional facility. Ensure the safety and security of the facility, maintain order among inmates, and enforce rules and regulations.

CERTIFICATIONS

P&C, Life & Health Licensed in the States of KS, MO, OK, NE