

Direct Hire Candidate: 5142 **2-4 LIFE APPS/MONTH**

Licensed Team Member

EXPERIENCE

State Farm

September 2021 - Present

Licensed Team Member

- Sold insurance policies, wrote proposals, and utilized sales techniques to acquire and retain new clients.
- Assisted clients in selecting insurance policies that best suited their needs, ensuring the right coverage.
- Explained various insurance products to both potential and existing clients, guiding them toward the best possible coverage options.
- Issued quotes, maintained accurate client records, prepared detailed reports, and addressed client inquiries regarding insurance plans.
- Demonstrated strong written and verbal communication skills to effectively engage clients both over the phone and in person.
- Provided expert guidance on selecting policies that aligned with clients' specific needs and preferences.
- Educated clients on a wide range of insurance products, helping them make informed decisions and understand their coverage options.

Financial Company

February 2020 - August 2021

Finance Specialist

- Met and exceeded monthly finance and insurance manager goals, including automotive sales, service contracts, customer service, and other key performance indicators.
- Assessed car buyers' financing needs and presented the dealership with appropriate financing options before finalizing the sale.
- Maintained high ethical standards as a finance director/manager, ensuring customer satisfaction and a strong customer satisfaction index.
- Supported the auto sales manager in each vehicle purchase, identifying opportunities to offer aftermarket products, service contracts, and insurance programs.
- Ensured compliance with federal, state, and local regulations when preparing paperwork, finalizing financial transactions, setting interest rates, and coordinating with lending institutions.

Home Improvement Services

January 2019 - February 2020

Payroll Coordinator

- Collected and verified employee and timekeeping data, ensuring accuracy in wage calculations, deductions, commissions, and benefits.
- Reviewed and updated payroll records for promotions, transfers, terminations, and new hires while ensuring compliance with relevant industry regulations and tax laws.
- Managed payroll inquiries, resolved issues, and prepared payroll reports for management and auditing purposes.
- Supported office operations by organizing tasks, coordinating meetings, distributing communications, and maintaining accurate records.

Education Facility

May 2015 - January 2019

Pre-K Teacher

- Provided resources and materials for children to explore during learning and play activities.
- Adapted teaching methods and materials to cater to different interests and learning styles.
- Managed daily classroom activities, including lessons, playtime, breaks, and meals.
- Tracked children's progress and provided updates to parents.
- Helped children reach key developmental milestones.

Encouraged social interaction among children to promote social skills development.

CERTIFICATIONS

P&C, Life & Health Licensed in the State of AL

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Reported: 25-35 policies/month, \$20-30k premium/month

State Farm 4.5 years

P&C, Life & Health Licensed in AL

Will work REMOTE in CST & EST

Desires a Sales role with a State Farm Agency @ \$43k+ base, with the ability to earn \$80k total

50+ outbound dials/day, inbound calls with live lead transfers, pivot and cross selling, retention, bundling, networking, customer service & reports selling 2-4 new life policies per month.