

Direct Hire: 5141 **2-4 Life Apps/Month**

Sales Account Representative

Outgoing, detail-oriented, and driven professional with strong communication skills. Experienced in managing multiple businesses with multi-million-dollar sales, excelling in goal achievement and team development.

EXPERIENCE

Local Allstate Agency

September 2024 - Present

Licensed Sales Producer

- Contact warm and cold leads, handle transfers and inbound calls to assess customer needs and recommend appropriate coverage.
- Meet and exceed weekly and monthly sales and quote targets through effective customer engagement.
- Process payments, update policies, and ensure accurate policy modifications as needed.
- Address customer inquiries, provide guidance on coverage options, and resolve concerns

Local State Farm

October 2023 - September 2024

Licensed Team Member

- Conduct in-person, virtual, and phone appointments to assist clients in selecting the right coverage.
- Make outbound calls to leads from various sources to generate new business.
- Handle incoming client calls for payments, claims, and policy inquiries.
- Assist clients with policy changes and ensure their coverage needs are met.

National Supermarket

July 2021 - October 2023

Store Team Leader

- Manage daily operations across multiple departments, ensuring a safe and sanitary environment for team members and guests.
- Set budgets and goals weekly and quarterly based on company KPIs.
- Lead weekly meetings and conference calls to align team objectives.
- Coach, train, and develop team members and department leaders to enhance service quality.

American Income Life Insurance Company

September 2021 - October 2023

General Agent

- Schedule and conduct an average of 10 weekly client consultations.
- Provide professional insurance advice and education tailored to client needs.
- Develop and maintain long-term client relationships for continued service and support.

Restaurant

August 2016 - July 2021

Executive Kitchen Manager

- Oversee daily operations in a fast-paced, high-volume business generating over \$7 million in annual revenue.
- Conduct weekly inventory to control costs, minimize loss, and maximize profitability.
- Recruit, hire, train, and develop team members, supervisors, and managers.
- Lead weekly MAPM meetings, conference calls, and daily briefings.
- Achieved multiple awards, including VPO Coin for leadership and decision-making, Top Performers Club qualification, and multiple Restaurant of the Quarter awards.

National Chain Restaurant

September 2011 - July 2016

Kitchen Manager

- Oversee daily restaurant operations, ensuring smooth execution and efficiency.
- Manage a team of 20 employees per shift to drive sales and deliver exceptional guest experiences.
- Conduct bi-weekly inventory of food and alcohol to maintain stock levels and minimize waste.

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

States of PA & OH

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Sales Account Representative

Direct Hire Candidate: 5141 **2-4 LIFE APPS/MONTH \$3,500**

Reported: 40-50 items/month, \$40-50k premium/month

Experience: State Farm 1 year

P&C & Life Licensed in PA & OH

Will work REMOTE in EST & CST

Desires a Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$75k+ total

100+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 2-4 new life policies per month.