

Direct Hire: 5140 **2-4 Life Apps/Month**

Licensed Team Member

Results-driven insurance professional with a proven track record in leadership, team building, and exceeding sales targets. Seeking a managerial role to leverage expertise in driving business growth, optimizing customer relationships, and delivering exceptional insurance solutions.

EXPERIENCE

Local State Farm

April 2024- Present

Licensed Team Member

- Build and maintain customer relationships, providing ongoing support and follow-ups as needed.
- Educate clients on insurance options through a customer-focused, needs-based review process.
- Develop leads, schedule appointments, and identify customer needs to recommend suitable products and services.
- Convert service interactions into sales opportunities by identifying client gaps and offering solutions.
- Drive new business growth through proactive outreach, including calls, texts, emails, networking, B2B efforts, and follow-ups.

Beauty Supply

March 2020 - April 2024

General Manager

- Managed daily operations, supervising staff, allocating resources, and ensuring compliance with company policies.
- Conducted market analysis and competitor research to identify growth opportunities.
- Developed and maintained a pipeline of qualified leads through prospecting, networking, and relationship-building.
- Led and coached a high-performing sales team, providing training to exceed performance targets.

Clothing Store

July 2019 - March 2020

Assistant Manager

- Analyzed financial reports and performance metrics to identify and implement improvements.
- Supported daily operations, including staff supervision, inventory management, and customer service.
- Consistently exceeded sales targets, surpassing store quotas.
- Assisted in recruiting, training, and onboarding new team members to align with company standards.

SKILLS

- Sales, Business Development, Cold Calling Sales, Customer Demand Planning, Customer Relationship Management, Generation of Leads, Mentoring, Profit-Based Sales Targets, Canvassing, Budgeting Skills, Performance Management, Resource Allocation, Team Management, Accounting, Financial Analysis, Customer Service, Calendar Management, Employee Onboarding, Market Research, Marketing, Stock Control, Corrective and Preventive Action, Agriculture

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Licensed Team Member

March 11, 2025

Direct Hire Candidate: 5140 \$3,500 **2-4 Life Apps/Month**

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

Experience: State Farm 1 year

P&C, Life & Health Licensed in MS, TN

Will work REMOTE in CST, EST, MST

Desires a Sales or Hybrid role with a State Farm Agency @ \$40k+ base, with the ability to earn \$65k+ total

50+ outbound dials/day, 25+ inbound calls, pivot and cross selling, bundling, selling raw new business, referral selling, and customer service. The candidate reports selling 2-4 new life policies/month.