

# Direct Hire: 5147 \*\*1-2 LIFE APPS/MONTH\*\*

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## Licensed Team Member

*To leverage my skills, commitment, and industry knowledge to excel in insurance sales, providing tailored coverage solutions, building strong client relationships, and contributing to the long-term success of the agency.*

## EXPERIENCE

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### Team Member Generalist

*July 2022 - Present*

#### Local State Farm

- Act on behalf of carrier partners to quote and sell insurance to consumers engaged online and over the phone.
- Meet or exceed monthly policy sales targets through effective closing strategies.
- Identify customer needs and provide tailored insurance solutions.
- Overcome sales objections and confidently close sales over the phone.
- Cross-sell related insurance products to maximize coverage options.
- Continuously develop product knowledge and refine sales scripts outside of scheduled shifts.
- Accurately record required information in the agency management platform and provide feedback to the management team for system improvements.

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### Electronic Company

*March 2019 - 2022*

#### Sr. Logistic Technician

- Collaborate with Engineers on test wafers for various modules at Global Foundries.
- Manage warehouse inventory and oversee daily equipment expenditures.
- Handle office management, logistics, and data analysis to support operations.

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### Solutions Company

*June 2018 - March 2019 (One year contract)*

#### Logistic Technician

- Collaborated with Engineers on test wafers for various modules at Global Foundries.
- Managed warehouse inventory and monitored daily equipment expenditures.
- Oversaw office management, logistics, and data analysis to support operations.

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### Debt Relief Attorney Office

*November 2014 - June 2018*

#### Recovery Adviser Trainer

- Train and oversee new employees on customer service, sales, and legal procedures.
- Collaborate with insurance companies on property damage cases and assist utility companies in recovering past-due bills.
- Support floor utility and legal supervisors with daily operations while updating training procedures for employees.
- Conduct monthly "Up-Training" sessions and call review meetings to reinforce policies and enhance customer service skills.

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### Chain Restaurant

*August 2006 - November 2014*

#### Shift Supervisor

- Managed and trained employees across all positions, supervising new hires and existing staff to ensure smooth operations.
- Provided excellent customer service, multitasking in a fast-paced environment and assisting with external event coordination.

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## SKILLS

Sales, Customer Service, Profit-Based Sales Targets, Agency Management, Insurance Management and Aftercare, Negotiation Skills, Cold Calling Sales, Customer Account Management, Customer Relationship Management, Mentoring, Presentations, Team Building, Insurance Sales, Telemarketing, Conflict Resolution, Project Management, Team Management, Vehicle Insurance.

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## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of Texas

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Licensed Team Member

Direct Hire Candidate: 5147 \*\*1-2 LIFE APPS/MONTH\*\* \$3,500

Reported: 20-30 items/month, \$20-30k premium/month

Experience: State Farm 2.5 years

P&C, Life & Health Licensed in TX

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40k base, with the ability to earn \$55k+ total

70+ outbound dials/day, 25+ inbound calls, referral sales, pivot and cross selling, bundling, win-backs, customer service & reports selling 1-2 new life policies per month during their time with State Farm.