

Direct Hire: 5153 **3-4 LIFE APPS/MO & 4-6 HEALTH APPS/MO**

Licensed Insurance Sales Agent

EXPERIENCE

State Farm

June 2023 - Present

Licensed Insurance Sales Agent

- Handle sales of insurance products to clients, including home, auto, life, and health coverage.
- Perform service tasks for new and existing customers, ensuring they have the appropriate coverage.
- Follow established workflows for sales and service operations, ensuring efficiency.
- Utilize various marketing techniques to generate leads and gain new clientele.
- Adapt to various positions and roles within the agency as needed, gaining knowledge and experience in all areas.
- Actively seek opportunities to expand knowledge of the business and improve overall performance.
- Handle challenging situations with flexibility, ensuring customer satisfaction and company success.
- Ensure comprehensive understanding of all business aspects to offer the best service and support across departments.

Insurance Company

February 2020 - June 2023

Remote Customer Service Representative

- Handled service tasks for new and existing customers, ensuring accounts were accurately notated and all necessary information was gathered.
- Collected sensitive personal information from prospects, created accounts, and discussed available products and qualifying discounts.
- Facilitated introductions to licensed sales agents, ensuring a seamless transition for further assistance and product offerings.

Salon

January 2015 - February 2020

Cosmetology Instructor

- Instructed both new and experienced stylists on various techniques, state board requirements, and industry standards to ensure high-quality service and compliance.
- Managed the income and revenue of the business, ensuring smooth operations and timely workflow throughout daily activities.
- Recognized as the top sales stylist due to strong sales experience, product knowledge, and the ability to effectively communicate the benefits of products to customers.

EDUCATION

University

Bachelor's Degree

CERTIFICATIONS

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

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Licensed Insurance Sales Agent

Reported: 35-45 policies/month, \$40-50k premium/month

State Farm 1.8 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 @ \$40-45k base, with the ability to earn \$75k+ total

A State Farm experienced team member is looking for a remote position with a State Farm agency. The candidate has a background in 40+ outbound dials/day, 20+ inbound calls, pivot and cross selling, bundling, referral selling, customer service & reports selling 3-4 new life policies/month, along with 4-6 health policies/month.