

Direct Hire Candidate: 5190

Licensed Team Member

EXPERIENCE

Local State Farm

July 2023 - Present

Licensed Team Member

- Transitioned to life and health insurance, effectively multi-lining products.
- Generated and sent quotes for home and auto insurance to potential clients.
- Conducted outbound calls for requotes, winbacks, follow-up on old leads, and cross-selling within the existing client book.
- Answered inbound calls and made policy changes to meet customer needs.

Pizza Shop

January 2022 - Present

Manager

- Counted cash drawers and handled customer inquiries, resolving order and other issues.
- Managed store closing procedures, ensuring a smooth and efficient end to each shift.
- Prepared pizzas, appetizers, and sandwiches, maintaining quality and consistency.
- Operated the phone line to take orders and assist customers.
- Created employee schedules and ordered products to maintain inventory levels.

Nanny

June 2021 to August 2022

Nanny

- Cared for a 3-month-old baby until she turned 1, along with her 7-year-old brother, ensuring their daily needs were met.
- Managed household tasks including laundry, cleaning, and caring for the family's 3 dogs and 4 cats.
- Continuously provided care when needed by the family, demonstrating reliability and strong engagement with the children.

Childcare

December 2019 - Present

Assistant Teacher

Supermarket

June 2016 - August 2018

Cashier/Customer Service

- Started as a bagger, assisting with cart collection and bagging groceries, then promoted to cashier, providing excellent customer service and working with diverse customers.
- Promoted to Service Desk, gaining the ability to bag, process transactions, and handle customer service inquiries efficiently.

EDUCATION

High School

Diploma

SKILLS

Sales, Cold Calling Sales, Telephone Call Reception Management, Customer Service, Retail Commerce, Time Management, Scheduling, Insurance Management and Aftercare, Strategies of Pricing, Team Management, Social Media, Microsoft Office, Microsoft Word, QuickBooks, DocuSign, Google Docs

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of IL

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

State Farm 4.5 years

P&C, Life & Health Licensed in IL

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$45k base, with the ability to earn \$60k+ total

100+ outbound dials/day, 10+ inbound calls with live lead transfers, pivot and cross selling, bundling, networking, referral sales, and customer service. The candidate reports selling 2 new life policies/month.