

# Direct Hire Candidate: 5210 \*\*5-6 Life apps per month\*\*

Licensed Team Member

*Compassionate and driven professional with a strong work ethic, quick adaptability, and a passion for continuous growth. Thrives on helping others succeed and approaches every task with enthusiasm, dedication, and a commitment to excellence.*

## EXPERIENCE

### Local State Farm Agency

July 2024 - Present

Licensed Team Member

- Educated clients on insurance products, helping them make informed decisions about their coverage needs.
- Built strong relationships with clients through consistent communication and exceptional customer service.
- Consistently met or exceeded monthly sales targets, contributing to the agency's success.
- Developed new client relationships through networking, direct referrals, lead databases, and cold calling.
- Collaborated with underwriters to ensure accurate risk assessment and tailored coverage for clients.

### Motel

October 2021 - July 2024

Manager

- Maintain professionalism in emergencies and high-stress situations, ensuring a calm and effective response.
- Manage both digital and physical inventory, while working on-call as needed to support operations.
- Resolve staff conflicts by actively listening to concerns and finding fair, effective solutions.
- Ensure a professional, organized, and safe environment for both employees and patrons.
- Enhance customer satisfaction through prompt dispute resolution, clear communication, and high-quality service delivery.

### Independent Company

January 2022 - January 2023

Conflict Resolution Representative

- Facilitated resolution between conflicting parties, ensuring fair and effective outcomes.
- Volunteered with a non-profit organization, providing support and a safe space for affected peers.
- Maintained strict confidentiality while handling sensitive issues and reporting findings to governing organizations.
- Received, documented, and followed up on grievances to ensure proper handling and resolution.

## EDUCATION

### High School

Diploma

## SKILLS

- Professional Skills: Insurance Management and Aftercare, Risk Analysis, Financial Underwriting, Insurance Sales, Prioritization of Requirements, Cold Calling Sales, Customer Relationship Management, Profit-Based Sales Targets, Customer Service, Stock Control, Regulatory Compliance, Customer Satisfaction, Training Activities, Medical Emergencies, Service Delivery, Marketing, Conflict Resolution, Confidentiality, Sales, Operations Management, Performance Management, Team Management, Technical Support, Agriculture IT Skills: Databases, Microsoft Office

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of OH & WV

## **Direct Hire Candidate: 5210 \*\*5-6 Life apps per month\*\***

---

Licensed Team Member

Direct Hire Candidate: 5210 \$3,500 5-6 LIFE APPS/MONTH

Reported: 30-40 items/month, \$30-40k premium/month

State Farm 9 months

P&C, Life & Health Licensed in OH & WV

Will work REMOTE in EST & CST

Desires a Sales or Hybrid role with an Agency @ \$40-45k base, with the ability to earn \$60k+ total

100+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 5-6 new life policies per month