

# Direct Hire Candidate: 5220 \*\*2-3 Life apps/month\*\*

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Licensed Team Member

## EXPERIENCE

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### Local State Farm Agency

January 2025 - April 2025

Licensed Team Member

### Local State Farm Agency

April 2024-December 2024

Licensed Team Member

### Local State Farm Agency

December 2023 - April 2024

Licensed Team Member

- Specialize in managing large books of business, focusing on renewals and driving life insurance sales and financial services.
- Minimized involvement in property and casualty (P&C) work, while prioritizing growth in life insurance and financial services sectors.

### Local State Farm Agency

September 2020 - June 2023

Licensed Sales Manager

- Hired, managed, and trained a sales team, fostering a collaborative environment to drive performance and exceed targets.
- Developed and implemented strategies to promote company products and services, increasing market reach and sales.
- Assigned and tracked sales tasks and goals, creating forecasts to adjust strategies and maximize efficiency.
- Served as the only licensed life/health agent, consistently meeting personal and team sales goals.
- Handled customer service inquiries, delegated tasks, and resolved client complaints promptly to ensure satisfaction.

### Insurance Company

August 2018 - September 2020

Licensed Sales Agent

- Licensed Agent offering a range of products to help clients with insurance and financial needs, including college funding, retirement planning, and lifetime income strategies.
- Built and expanded a client base through networking, cold calls, warm lead outreach, and personalized follow-up, establishing long-term relationships.
- Developed and implemented client acquisition and retention strategies, successfully growing a book of business.
- Organized client appreciation events and team-building activities to foster relationships and strengthen workplace camaraderie.
- Built strong connections with local businesses, assisting with business planning, retirement strategies, and financial solutions while expanding the agency's reach through networking.

## EDUCATION

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### University

Bachelor's Degree

## CERTIFICATIONS

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### Property & Casualty and Life & Health Licensed

State of TX, LA, AR, GA & SC

## **Direct Hire Candidate: 5220 \*\*2-3 Life apps/month\*\***

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Licensed Team Member

Direct Hire Candidate: 5220 \$3,500 \*\*2-3 LIFE APPS/MONTH\*\*

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

State Farm 3.5 years, New York Life 2 years

P&C, Life & Health Licensed in TX, LA, GA, AR & SC

Will work REMOTE in any time zone

Desires a Sales role @ \$40-42k base, with the ability to earn \$65k+ total

75+ outbound dials/day, 25 inbound calls with live lead transfers, referral sales, pivot and cross selling, lead generation, sales management, bundling, customer service & reports 2-3 new life policies per month