

Direct Hire Candidate: 5230 **2-3 Life apps/month**

Licensed Team Member

Dynamic Insurance Sales Representative with a successful track record, specializing in business development and client relationship management. Known for exceeding sales goals by tailoring solutions to client needs and providing exceptional service.

EXPERIENCE

Local State Farm Agency

September 2022 - September 2024

Licensed Team Member

- Reviewed customer needs and financial situations to determine appropriate insurance policy offerings.
- Maintained detailed records of customer information and policy sales for efficient tracking and follow-up.
- Stayed in regular contact with clients to assess changing needs and offer updated insurance solutions.
- Proactively connected with prospective clients to schedule appointments and expand the customer base.

Local State Farm Agency

August 2021 - September 2022

Licensed Team Member

- Assessed customer needs and financial situations to recommend appropriate insurance policies.
- Maintained accurate records of customer information and policy sales for effective tracking and management.
- Stayed in contact with clients to evaluate changing needs and provide updated insurance solutions.
- Reached out to prospective clients, scheduling appointments to expand the client base and drive sales.

SKILLS

- Professional Skills: Customer Demand Planning, Sales, Insurance Sales, Knowledge of Finance, Business Development, Business Relationship Management, Cold Calling Sales, Kayaking, Agriculture, Political Science

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of AR & CO

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Licensed Team Member

Direct Hire Candidate: 5230 \$3,500 **2-3 LIFE APPS/MONTH**

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

State Farm 3 years

P&C, Life & Health Licensed in AR & CO

Will work REMOTE in CST, EST & MST

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

100+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, bundling, policy reviews, creating their own leads, referral selling & customer service

Reports selling 2-3 new life policies/month