

Direct Hire Candidate: 5238

Licensed Team Member

EXPERIENCE

Local State Farm Agency

October 2023 - Present

Licensed Team Member

- Conducted comprehensive needs assessments to recommend tailored insurance products for individuals and businesses, including auto, home, life, and health coverage.
- Generated new business through prospecting, referrals, and networking, consistently meeting and exceeding sales targets.
- Delivered exceptional customer service, addressing client inquiries and ensuring satisfaction with their policies.
- Developed and presented customized insurance quotes, guiding clients through coverage options and policy details to meet their unique needs.
- Maintained strong client relationships through regular follow-ups, policy reviews, and proactive communication to ensure long-term retention and renewals.

Winery

November 2016 - Present

Warehouse Assistant

- Supervised a team responsible for filling and shipping orders, ensuring timely and accurate deliveries.
- Coordinated pick-ups and shipments with various transport carriers, including FedEx and freight services.
- Assisted in sales and upselling efforts, contributing to revenue growth and customer satisfaction.
- Hosted events to engage customers, providing informative presentations on products and company history.
- Helped manage housekeeping operations, ensuring compliance with local regulations and maintaining a clean and safe environment.

Medical Office

February 2021 - November 2021

Office Assistant

- Filed insurance claims and processed payments, ensuring accuracy and timely resolution.
- Maintained customer database in compliance with HIPAA regulations to ensure data confidentiality.
- Provided expert guidance on group member benefits, qualifications, and insurance options.
- Conducted comprehensive eye exams for clients, offering personalized treatment recommendations.

School District

September 2016 - November 2021

Substitute Teacher

- Fulfilled daily curriculum requirements, followed lesson plans, provided a positive environment for learning.

EDUCATION

College

Associates Degree

SKILLS

- Professional Skills: Sales, Expediting, Freight Forwarding, Labeling, Stock Control, Housekeeping Skills, Customer Service, Planning of Lessons, Filing Skills, Health Insurance, Health Insurance Portability and Accountability Act Compliance, Insurance Management and Aftercare, Agriculture IT Skills: Microsoft Office, Databases

CERTIFICATIONS

Property & Casualty Licensed

State of NC

Direct Hire Candidate: 5238

Licensed Team Member

Direct Hire Candidate: 5238 \$3,500

Reported: 15-25 items/month, \$20-30k premium/month

State Farm 1.5 years

P&C Licensed in NC

Will work REMOTE in EST, CST or local to zip code 28337 (Elizabethtown, NC)

Desires a Hybrid or Customer Service role with a State Farm or Allstate Agency @ \$40k base, with the ability to earn \$50k+ total

30+ outbound dials/day, 40+ inbound calls/day, pivot and cross selling, referral sales & customer service.
Adaptable to the needs of the agency.