

# Direct Hire Candidate: 5268

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## Licensed Team Member

*Management and sales professional with extensive experience in marketing, communications, operations, and business development across corporate and small business environments, including insurance. Proven entrepreneur with a strong track record of success in two countries, recognized for drive, integrity, and a commitment to service.*

## EXPERIENCE

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### Local State Farm Agency

*March 2022 - February 2025*

#### Licensed Team Member

- Managed sales and marketing for State Farm insurance across personal and business lines, licensed in Texas, Oklahoma, Arkansas, and Louisiana.
- Consistently produced \$60k per month in premiums, with a highest P&C month of \$98,000 in premium.
- Started in a dual service/sales role in a small, 3-person office, and later promoted to a pure sales role.
- Played a key role in opening and developing a second office, driving business growth and expansion.
- Took on marketing and sales responsibilities, including training and coaching team members while providing customer service as needed.
- Contributed to the agency's growth to over 15 employees, consistently being the top producer in the office.

### Racing Company

*October 2000 - March 2022*

#### Advertising Account Executive / Owner

- Promoted non-profit organizations and horse farms globally through print and digital media, events, and international trade shows in the USA, Mexico, UAE, and Europe.
- Specialized in promotional writing and creative design, focusing on the horse industry.
- Managed international voting for the worldwide champions for over a decade, coordinating the annual event in Hollywood.
- Established and maintained a strong social media presence for the International Federation, enhancing engagement and visibility.

### Print Magazine

*May 2014 - December 2020*

#### Director of Marketing

- Directed new magazine layouts and trade show graphics, enhancing search engine ranking and visibility to target markets.
- Managed the creative content upgrade, significantly improving engagement and brand presence.
- Achieved a tenfold increase in readership through effective design and content strategies.

## EDUCATION

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### University

#### Bachelor of Science (Administrative Management)

## SKILLS

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- Professional Skills: Sales Promotion, Knowledge of Advertising, Event Management, Digital Media, Social Media, International Sales, Marketing, Agriculture, Importing and Exporting of Goods, Business Marketing, Brand Management, Digital Marketing, Media and Print, Mentoring, Sales, Customer Service, Risk Analysis, Administrative Operations, Graphic Design, Search Engine Optimization, Target Market Selection, Recruitment, Budgeting Skills, Business Processes, Knowledge of Clothing, Merchandising, Profit-Based Sales Targets, Production Monitoring, Employee Retention, Expediting, Materials Management, Entrepreneurship, Veterinary Medicine, Flight Training

## CERTIFICATIONS

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### Property & Casualty Licensed

State of TX, AR, OK & LA

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Licensed Team Member

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Reported: 45-55 policies/month, \$50-60k premium/month

State Farm 3 years

P&C Licensed in TX, AR, OK, LA

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$45-48k+ base, with the ability to earn \$80k+ total

50+ outbound calls/day, 10+ inbound calls with live leads, pivot and cross selling, developing their own leads, referral sales, networking, and customer service