

# Direct Hire Candidate: 5283

Licensed Team Member

*Proven sales professional with over 5 years of experience in policy advisement, client relationship management, and strategic leadership. Known for exceeding sales targets, driving operational efficiency, and leading high-performing teams while delivering tailored solutions that support business growth and client protection.*

## EXPERIENCE

### Local State Farm Agency

*July 2022 - Present*

Licensed Team Member

- Managed client portfolios, consistently exceeding \$125,000 in sales, and ensuring exceptional client satisfaction.
- Fostered strong relationships with clients and team members, providing expert advice on policy options to ensure optimal coverage.
- Contributed to the agency's growth by generating referrals and strengthening client relationships.
- Analyzed market trends and aligned them with client needs to recommend the most suitable insurance products.
- Conducted thorough risk evaluations, resulting in well-protected clients and a reduction in claims.

### Music Group

*December 2019 - 2024*

Director Of Merchandise

- Led a team of 6 in merchandise strategy by introducing product lines that resonated with multiple demographics of customers and boosted sales by 50%
- Optimized inventory management by using data-driven prediction methods

### Home Improvement Company

*August 2021 - December 2021*

Brand Ambassador

- Engaged customers to boost brand visibility, leading state sales in Tennessee.
- Surpassed sales goals, earning top sales position in Tennessee.
- Enhanced customer satisfaction through exceptional service, receiving excellent reviews.

### Fitness Club/Entrepreneur

*2021 - Present*

Fitness Guide

- Trained over 100 clients, ranging from retirees to Division 1 athletes, in recovery techniques to enhance flexibility and mobility.
- Developed and implemented tailored mobility and flexibility programs, ensuring clients' specific recovery requirements were met.
- Focused on providing personalized care to enhance overall physical well-being and support clients in reaching their fitness and recovery objectives.

## EDUCATION

### University

Bachelor's Degree in Exercise Science

## SKILLS

- Professional Skills: Sales, Entrepreneurship, Market Trends, Product Lines, Consulting, Forecasting Skills, Risk Analysis, Insurance Claim Processing, Insurance Management and Aftercare, Stock Control, Demographics, Customer Satisfaction, Profit-Based Sales Targets, Negotiation Skills, Business Efficiency, Revenue Growth, Casualty Insurance, Market Research, Team Management

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of GA

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Reported: 20–30 items/month / \$20–30k premium/month

State Farm 2.8 years

Licensed in P&C, Life & Health GA

Will work REMOTE ONLY in any time zone

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

Background includes 30+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, bundling, own lead development, and customer service