

Direct Hire Candidate: 5296 **2-5 Life apps/month**

Licensed Team Member

Customer-focused and goal-driven insurance professional with experience in life, health, auto, and property coverage. Proven success in cold calling, closing sales, and building lasting client relationships, with a strong background in team leadership, operations, and personalized service. Dedicated to helping individuals and families protect what matters most.

EXPERIENCE

Local State Farm Agency

April 2024 - Present

Licensed Team Member

- Sell life, auto, health, and property insurance by tailoring policies to meet individual client needs.
- Generate new business through cold calling, lead follow-up, and ongoing relationship building.
- Provide personalized service, including regular policy reviews, to ensure long-term customer satisfaction.
- Ensure compliance with state regulations and agency procedures while maintaining accurate records.

Insurance Company

August 2022 - April 2024

Licensed Insurance Agent

- Led a team of sales professionals to consistently meet and exceed sales targets while ensuring compliance with regulatory standards
- Sold Medicare Advantage plans, including products from Anthem and WellCare, by assessing client needs and providing suitable coverage options
- Trained and mentored new agents, improving onboarding efficiency and boosting overall team performance
- Provided seniors and their families with policy education, enrollment support, and personalized plan guidance to ensure informed decisions

Home Services Business

March 2021 - August 2022

Owner

- Operated a part-time handyman business specializing in home repairs and remodeling projects
- Managed service commitments while transitioning into a full-time insurance career, demonstrating adaptability and time management skills

Property Management Company

April 2016 - March 2021

Maintenance Superintendent

- Managed property maintenance and repair operations for HUD housing, ensuring timely inspections and compliance with housing standards
- Oversaw transportation, landscaping, and safety protocols to maintain a secure and livable environment for tenants
- Coordinated contractor services, building upkeep, and delegated daily responsibilities to maintenance staff for efficient operations

SKILLS

- Professional Skills: Sales, Cold Calling Sales, Customer Satisfaction, Business Development, Profit-Based Sales Targets, Team Management, Closing of Sales, Customer Relationship Management, Generation of Leads, Mentoring, Insurance Sales, Consulting, Insurance Management and Aftercare, Customer Service

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of WV

Direct Hire Candidate: 5296 **2-5 Life apps/month**

Licensed Team Member

Direct Hire Candidate: 5296 \$3,500 **2-5 LIFE APPS/MONTH**

Reported: 30-40 policies/month, \$20-30k premium/month
State Farm 1.2 years, Independent 1.5 years (Health Products)
P&C, Life & Health Licensed in WV
Will work REMOTE in EST & CST

Desires a Sales role with a State Farm Agency @ \$45k base, with the ability to earn \$70k+ total

100+ outbound dials/day, 10+ inbound calls with live leads, referral sales, pivot and cross selling, lead generation, bundling, networking, customer service & reports selling 2-5 new life policies per month

MUST OFFER Health or Stipend