

# Direct Hire Candidate: 5303 \*\*1-2 Life apps/month\*\*

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Licensed Team Member

## EXPERIENCE

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### Local State Farm Agency

October 2024-present

Licensed Team Member

### Local State Farm Agency

August 2023-March 2024

Licensed Team Member

- Sell a variety of multi-line insurance products, including auto, home, and life coverage
- Identify customer needs and life changes to recommend tailored insurance solutions
- Provide efficient customer service support, including billing inquiries and policy updates
- Successfully multitask and manage multiple customer interactions simultaneously
- Work independently with minimal supervision while maintaining high productivity
- Consistently exceed sales goals, including setting an agency record of 50 policies sold in the first month

### Consulting Firm

March 2021 - Present

Independent Contractor

- Consistently rank at the top across all performance metrics
- Accurately and efficiently deliver customer orders across multiple retailers and locations
- Collaborate with retail associates to resolve logistical issues and implement corrective solutions

### Restaurant

January 2019 - March 2021

General Manager

- Trained team members on POS systems to accurately process cash, check, credit card transactions, and refunds in compliance with company policies
- Helped drive a 30% increase in customer engagement and sales during the COVID outbreak, earning recognition from district management
- Maintained fully stocked cashier lanes and shelves, and reconciled cash drawers at shift changes, promptly resolving discrepancies

## SKILLS

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- Professional Skills: Retail Commerce, Sales, Delivery of Orders, Logistics Operations, Insurance Management and Aftercare, Billing Processes, Customer Service, Accounting, Interviewing, Mentoring, Income Statements, Office Management, Performance Management, Project Management, Strategic Management, Human Resources, Public Relations

## CERTIFICATIONS

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### Property & Casualty and Life & Health Licensed

State of MO & KS

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Licensed Team Member

Direct Hire Candidate: 5303 \$3,500 1-2 LIFE APPS/MONTH

Reported: 30-40 policies/month, \$30-40k premium/month

State Farm 1.5 years

P&C, Life & Health Licensed in MO & KS

Will work REMOTE in CST & EST

Desires a Sales role with a State Farm Agency @ \$40-45k base, with the ability to earn \$70k total

50+ outbound dials/day, inbound calls with live leads, pivot and cross selling, referral sales, creating their own leads, bundling, selling raw new business & customer service. Reports selling 1-2 new life policies/month