

# Direct Hire Candidate: 5302 **\*\*4-6 Life apps/month\*\***

Licensed Team Member

*I have a saying that I often tell the people I've had the pleasure of managing and working with. That saying is "Help me to help make you the best version of yourself so you can help me make the best version of our team."*

## EXPERIENCE

### Local State Farm Agency

January 2024 - Present

Licensed Team Member

- Consistently meet or exceed sales goals through proactive outreach and strategic follow-up
- Build and maintain strong client relationships to drive customer loyalty and retention
- Contribute to business growth by identifying new opportunities and delivering tailored solutions
- Conduct detailed policy reviews to identify coverage gaps and recommend appropriate solutions based on client needs
- Stay current on industry trends, carrier underwriting guidelines, and state regulations to ensure compliant and competitive offerings

### Retail Store

May 2023 - November 2023

Co-Manager/Store Manager

- Oversee daily operations of both the store and kitchen to ensure efficiency and quality standards are met
- Manage inventory and truck orders, ensuring timely restocking and accurate supply levels
- Lead team building initiatives and provide hands-on training to new and existing staff for optimal performance

### Retail Store

May 2021 - November 2022

General Manager

- Oversee payroll processing, inventory counts, scheduling, and hiring to support daily business operations
- Foster a positive work environment through team building and leadership development
- Deliver exceptional customer service and resolve issues to ensure customer satisfaction
- Manage day-to-day functions to ensure smooth and efficient store operations

## SKILLS

- Professional Skills: Customer Relationship Management, Profit-Based Sales Targets, Stock Control, Customer Service, Payroll Management, Scheduling, Cooking Skills, Unloading Skills, Merchandising, Sales, Expediting, Forklift Trucks, Freight Forwarding, Handling and Load Carrying, Retail Management, Knowledge of Labour Laws, Conflict Resolution, Accounting

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of GA

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Licensed Team Member

Direct Hire Candidate: 5302 \$3,500 4-6 LIFE APPS/MONTH

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

State Farm 1.5 years

P&C, Life & Health Licensed in GA

Will work REMOTE in EST & CST

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

30+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, bundling, self lead generation & customer service. Reports selling 4-6 new life policies/month