

Direct Hire Candidate: 5306 ****2-3 Life apps/month****

Licensed Team Member

EXPERIENCE

Local State Farm Agency

July 2023 - December 2024

Sales Manager

- Spearheaded onboarding and training programs, increasing team efficiency by 50% through structured instruction and a collaborative work environment
- Drove a 33% increase in policy sales by implementing targeted sales initiatives and personalized training
- Conducted in-depth sales trend analysis and delivered comprehensive reports to support data-driven decisions and enhance financial planning strategies

Financial Services Company

March 2023 - July 2023

Financial Advisor

- Advised clients on financial planning, including life insurance, annuities, retirement, budgeting, and long-term care to enhance financial security
- Conducted detailed financial assessments to develop personalized strategies for improving client financial health
- Utilized advanced Excel skills to analyze financial data and generate comprehensive reports to support informed decision-making

Locksmith Company

August 2016 - July 2023

Owner/Operator

- Managed daily operations of a locksmith service, including client communication, dispatch coordination, and service delivery
- Oversaw scheduling, inventory management, and logistics to ensure timely and efficient business operations
- Maintained high customer satisfaction through prompt service, effective problem-solving, and professional support

EDUCATION

University

Bachelor's of Science in Business Administration

SKILLS

- Professional Skills: Knowledge of Finance, Professional Services, Customer Satisfaction, Sales, Trend Analysis, Training Activities, Employee Onboarding, Financial Analysis, Financial Planning, Business Administration, Annuity Investments, Budgeting Skills, Safety Principles, Cost Benefit Analysis, Time Management, Employee Retention, Consultative Selling, Customer Loyalty Programs, Customer Service

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of MS, IN, OH & LA

Direct Hire Candidate: 5306 **2-3 Life apps/month**

Licensed Team Member

Direct Hire Candidate: 5306 \$3,500 2-3 LIFE APPS/MONTH

Reported: 40-50 items/month, \$40-50k premium/month

State Farm 2 years

P&C, Life & Health Licensed in MS, IN, OH & LA

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 \$85k+ total

70+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 2-3 new life policies per month