

Direct Hire Candidate: 5309

Licensed Team Member

Passionate and results-driven sales professional with over 5 years of experience in customer service and sales. Proven ability to exceed targets, build lasting client relationships, and deliver tailored solutions through strategic planning, market research, and strong negotiation skills.

EXPERIENCE

Local State Farm Agency

January 2025 - Present

Licensed Team Member

Local State Farm Agency

January 2022 - January 2024

Licensed Team Member

- Delivered customized insurance solutions by analyzing client needs and matching them with appropriate auto, home, and umbrella coverage options.
- Consistently exceeded monthly sales goals, writing an average of 30+ new policies and generating \$30K-\$40k in premium revenue.
- Cross-sold additional lines of business during client interactions, increasing policy bundling rates and improving client retention.
- Built strong relationships with new and existing clients through proactive communication, follow-ups, and thorough policy reviews.
- Utilized CRM systems to manage leads, track sales activity, and maintain accurate records of client interactions and policy changes.

Financial Company

February 2024 - January 2025

Loan Closer

- Reviewed and verified loan documentation for accuracy and completeness, ensuring compliance with investor, regulatory, and company guidelines.
- Coordinated with title companies, escrow agents, and underwriters to prepare closing packages and schedule timely closings.
- Prepared and delivered closing disclosures, ensuring accuracy in fees, terms, and loan details prior to final signing.

Cellular Phone Company

August 2019 - January 2022

Manager

- Led a team of sales associates, driving performance through coaching, goal setting, and daily operations management, resulting in consistent monthly sales growth.
- Managed inventory levels, ordering, and merchandising to ensure product availability and maximize in-store promotions and upselling opportunities.
- Delivered exceptional customer service by resolving escalated issues, handling complex transactions, and building long-term client relationships.

EDUCATION

College

Bachelor's degree in Computer Science

SKILLS

Professional Skills: Sales, Customer Relationship Management, Negotiation Skills, Insurance Management and Aftercare, Insurance Sales, Profit-Based Sales Targets, Customer Account Management, Workers' Compensation.

CERTIFICATIONS

Property & Casualty Licensed

State of IL & OR

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Reported: 30-35 items/month, \$30-40k premium/month

State Farm 1.5 years, Farmer's 6 months

P&C Licensed in IL & OR (non-resident)

Will work REMOTE in any time zone (resides in CST)

Desires a Sales role with a State Farm Agency @ \$40k base, with the ability to earn \$85k+ total

Open to lower base with higher commission structure

100+ outbound dials/day, 50+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service

Reports averaging 3 life apps/month at State Farm (unlicensed – gained new business and worked with her agent to close)