

Direct Hire Candidate: 5312 **2-5 Life apps/month**

Licensed Team Member

Experienced insurance professional with over 5 years in the industry, thriving in fast-paced environments. Known for strong interpersonal, organizational, and analytical skills, with a consistent record of exceeding customer expectations in insurance products and claims management.

EXPERIENCE

Local State Farm Agency

July 2024 - December 2024

Licensed Team Member

Local State Farm Agency

January 2023-July 2024

Licensed Team Member

- Consulted with clients to assess insurance needs and provided tailored Property, Casualty, and Life insurance solutions to protect their assets and loved ones.
- Consistently exceeded monthly sales targets through effective lead generation, cross-selling, and relationship building.
- Educated clients on policy options, coverage limits, and exclusions to ensure informed decision-making and long-term satisfaction.
- Maintained a high client retention rate by delivering exceptional customer service and proactive policy reviews.
- Utilized CRM systems to manage pipelines, track renewals, and follow up on leads, resulting in increased conversion rates and customer engagement.

Automotive Company

January 2024 - Present

Office Manager

- Oversee daily office operations, including scheduling, billing, inventory tracking, and customer service for a busy automotive shop.
- Manage financial tasks such as processing payments, reconciling accounts, and preparing reports for management.
- Coordinate with technicians, vendors, and customers to ensure timely service, parts ordering, and workflow efficiency.

Ministry

January 2020 - December 2023

Children's Church Teacher

- Planned and taught age-appropriate Bible lessons, activities, and crafts to engage children and support spiritual growth.
- Maintained a safe, welcoming environment while managing classroom behavior and building positive relationships with children and families.

EDUCATION

College

Associate of Science

SKILLS

- Professional Skills: Mentoring, Customer Service, Administrative Operations, Telephone Skills, Customer Relationship Management, Presentations, Profit-Based Sales Targets, Sales, Sales Promotion, Contract Management, Marketing, Insurance Management and Aftercare

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of TN, VA, NC & SC

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Direct Hire Candidate: 5312 \$3,500 **2-5 LIFE APPS/MONTH**

Reported: 40-50 policies/month, \$50-60k premium/month

State Farm 1.8 years, Independent 3 years

P&C, Life & Health Licensed in TN, VA, NC, SC

Will work REMOTE in any time zone

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

50+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, developing their own leads, referral sales & customer service. Reports selling 2-5 new life policies per month.