

Direct Hire Candidate: 5318

Licensed Team Member

Award-winning sales leader with a proven track record of scaling insurance offices into top-performing teams. Closed \$600K in P&C within 10 months, ranked 5th nationally for home insurance sales, and successfully mentored high-achieving agents.

EXPERIENCE

Local State Farm Agency

September 2023 - November 2024

Licensed Team Member

- Closed 49 home insurance policies in July 2024, earning national recognition for production.
- Contributed over \$600K in P&C sales within 10 months by using a consistent and effective sales approach.
- Provided coaching and guidance to a fellow agent, supporting their growth from \$20K to up to \$90K in monthly sales through customized training and strategy.

Internet Company

February 2023 - June 2023

Lead Generation

- Created and managed internet ad campaigns to attract qualified leads and increase customer engagement.
- Generated consistent inbound interest by targeting specific audiences through paid search, social media, and display advertising platforms.

Local State Farm Agency

June 2022 - February 2023

Licensed Team Member

- Sold \$200,000 in home and auto insurance within 5 months by building lead-generating partnerships with car dealerships, realtors, and mortgage brokers.
- Served as team leader, overseeing the training of new agents and implementing sales strategies to improve team performance and drive growth.

Insurance Company

June 2019 - January 2021

Health Insurance Sales

- Achieved a 33.2% closing rate during open enrollment, earning recognition as the #2 closer company-wide.
- Named the #1 sales agent from my training group at the one-year mark based on overall performance and production.
- Educated clients on health insurance options, including ACA plans, short-term policies, and supplemental coverage, to match individual needs.
- Guided customers through the enrollment process, ensuring accuracy, compliance, and a smooth client experience.

EDUCATION

University

Bachelor of Science in Business Administration & Management

SKILLS

- Professional Skills: Sales, Insurance Management and Aftercare, Property Insurance, Generation of Leads, Mortgage Loans, Business Partnerships, Knowledge of Campaigns, Vehicle Insurance, Insurance Sales, Business Administration

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of TX

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

State Farm 2 years

P&C, Life & Health Licensed in TX

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$40-45k base, with the ability to earn \$80k+ total

70+ outbound calls/day, 10+ inbound calls with live leads, pivot and cross selling, developing their own leads, referral sales, networking, social media marketing & customer service. Candidate highlights strong performance in homeowner sales—sold 49 in one month. Reports averaging 1 new life policy per month.

Needs Medical or Stipend