

# Direct Hire Candidate: 5328

Licensed Team Member

## EXPERIENCE

### Local State Farm Agency

April 2024 - present

Licensed Team Member

### Local State Farm Agency

December 2024 - April 2024

Licensed Team Member

- Quoted, presented, and sold auto, home, renters, and umbrella insurance policies tailored to individual client needs.
- Built and maintained client relationships through regular policy reviews and personalized customer service.
- Generated new business through outbound calls, referrals, and community outreach efforts.
- Processed policy changes, renewals, and claims support while ensuring compliance with underwriting guidelines.

### Local State Farm Agency

February 2023 - December 2024

Customer Care Representative

- Established and maintained strong customer relationships, providing ongoing support and timely follow-ups.
- Educated clients on insurance options using a customer-focused, needs-based review process to recommend tailored solutions.
- Generated leads, scheduled appointments, and identified client needs to effectively market appropriate insurance products and services.

### Children's Center

February 2022 - February 2023

Assistant Director

- Ensured employees received required rest and lunch breaks in compliance with labor policies.
- Maintained classroom readiness by providing necessary materials and supplies for daily routines and curriculum activities.
- Planned and coordinated events including preschool graduations, holiday celebrations, and staff functions.
- Managed inventory of supplies, groceries, and equipment to support meal programs, curriculum needs, and daily operations.
- Ensured employees completed required training for their roles, supporting staff development and regulatory compliance.

### Children's Center

April 2019 - February 2022

Lead Teacher

- Taught and guided children by serving as a positive role model while creating a safe, supportive, and secure environment.
- Encouraged new experiences and supported the development of social and communication skills through daily interactions and activities.
- Managed classroom routines, facilitated storytelling and structured learning, promoting time management and educational growth.

## SKILLS

Professional Skills: Customer Service, Customer Demand Planning, Sales, Customer Relationship Management, Team Management.

IT Skills: Computer Literacy.

## CERTIFICATIONS

### Property & Casualty Licensed

State of WA & OR

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

Experience: State Farm 2.2 years

Licensed in P&C – WA, OR

Will work REMOTE in any time zone or local to zip code 97124 (Hillsboro, OR)

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

70+ outbound dials/day, 130+ inbound calls/day with live lead transfers, pivot and cross selling, referral sales, and customer service