

Direct Hire Candidate: 5326 **1-3 Life apps/month**

Licensed Team Member

EXPERIENCE

Local State Farm Agency

September 2023 - March 2025

Commercial Manager

- Worked with business owners across Arkansas and surrounding states to insure strip malls, office buildings, and other commercial properties.
- Prospected new business through cold calling and in-person meetings, building a strong client base.
- Managed a team of five sales professionals, providing coaching, support, and performance oversight.
- Recognized as a Top 40 Commercial Producer nationwide out of 20,000 State Farm agents for outstanding production.

Insurance Company

January 2021 - September 2023

Insurance Agent

- Quoted, presented, and sold auto, home, renters, and umbrella insurance policies tailored to individual client needs.
- Built and maintained long-term 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.

Fitness Center

June 2016 - April 2021

Assistant Manager

- Managed sales and customer service operations to ensure member satisfaction and achieve revenue goals.
- Oversaw recruitment, training, and performance monitoring of staff to build a strong and effective team.
- Marketed and promoted gym services through outreach efforts to drive membership growth.
- Developed and managed budgets, ensuring financial targets were met.
- Provided fitness coaching and health guidance to clients, supporting their wellness goals.

Fitness Company

January 2014 - May 2016

Inside Sales Representative/Corporate Sales Representative

- Performed inside sales by cold calling prospects, contacting current members for referrals, and assisting walk-in clients.
- Traveled to local businesses to establish corporate accounts and promote services through on-site information booths.
- Built relationships with company representatives and employees to increase brand visibility and drive membership growth.

SKILLS

Professional Skills: Sales, Cold Calling Sales, Customer Service, Customer Account Management, Business to Business Commerce, Knowledge of Direct Selling, Sales Management, Business Development, Property Management, Insurance Management and Aftercare, Insurance Sales, Negotiation Skills, Upselling Skills, Mentoring.

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of AR, TX, TN, MS, MO & LA

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Reported: 20-30 policies/month / \$120-130k premium/month (commercial)

Experience: State Farm 1.5 years, Independent 2.5 years

Licensed in P&C, Life – AR, TX, TN, MS, MO, LA

Will work REMOTE in any time zone

Desires a Sales or Sales Management role with a State Farm Agency @ \$45k+ base, with the ability to earn \$100k+ total

30+ outbound dials/day, 10+ inbound calls, referral sales, commercial sales, self lead generation, marketing, networking, sales management, and customer service