

# Direct Hire Candidate: 5374 **\*\*3-5 Life Apps/Month\*\***

Licensed Team Member

## EXPERIENCE

### Local State Farm Agency

November 2024- Present

Licensed Team Member

### Local State Farm Agency

November 2021 - August 2022

Licensed Team Member

### Local State Farm Agency

July 2019 - April 2021

Licensed Team Member/ Head of Outside Marketing

- Built and managed outside marketing strategies to expand clientele through community networking and outreach initiatives
- Delivered prompt, friendly service to new and existing clients by identifying and recommending appropriate insurance coverage, financial services, and bank products using needs-based selling and pivoting techniques
- Collaborated with underwriters and mortgage loan officers to secure accurate documentation from clients during the closing process
- Converted 75+ daily leads, including cold calls, referrals, and walk-ins, into prospective clients through structured follow-up and lead management
- Retained existing clients by providing policy reviews, identifying discount opportunities, and clearly explaining payment procedures and competitive advantages of State Farm offerings

### Home Building Company

May 2024 - September 2024

New Homes Sales Consultant

- Managed the full sales cycle of new homes, market inventory, and presolds from contract to move-in, while maintaining proactive communication with prospects and clients through CRM software
- Cultivated strong relationships with real estate agents by coordinating broker events, luncheons, and consistent networking efforts
- Maintained community and model home presentation while executing high-volume outreach through calls, texts, emails, and social media, driving engagement via creative multi-channel marketing strategies

### Financial Institution

August 2022 - March 2024

Performing Operations Support Specialist (Escrow Analyst)

- Administered mortgage escrow accounts annually and upon request, ensuring compliance with internal policies and regulatory standards
- Reviewed reports, loan files, and procedures to support quality assurance in loan operations and mitigate financial discrepancies
- Conducted data entry, exception processing, report writing, and maintained accurate records for auditing and operational efficiency
- Provided comprehensive administrative and operational support to management, contributing to effective team performance and workflow continuity

## SKILLS

- Professional Skills: Sales, Customer Relationship Management, Mortgage Loans, Real Estate, Social Media, Business Administration, Accounting, Data Entry Skills, Records Management, Loans, Operations Support Systems, Real Estate Finance, Writing of Reports, Administrative Operations, Marketing, Cold Calling Sales, Knowledge of Finance, Insurance Management and Aftercare, Insurance Sales, Needs Based Selling, Processing of Payments, Customer Service, Performance Management, Knowledge of Mathematics, Time Management IT Skills: Microsoft Office, Google Suite

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of KY & IN

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

Experience: State Farm 4.5 years

Licensed in: P&C, Life & Health – KY, IN

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$65k+ total

A State Farm team member who was the top producer at their previous agency is looking for a remote position with a State Farm agency. The candidate has a background in 80+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, developing their own leads, referral sales, networking, winbacks, and customer service. The candidate reports selling 3-5 new life policies per month.