

# Direct Hire Candidate: 5378 \*\*2-3 Life Apps/Month\*\*

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Licensed Team Member

## EXPERIENCE

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### Local State Farm Agency

*February 2025-present*

Licensed Team Member

- Performed daily organization and housekeeping tasks to maintain a clean, well-stocked counter and inventory area.
- Communicated regularly with department managers and account executives to address counter needs and ensure smooth operations.
- Delivered exceptional customer service, consistently meeting and exceeding monthly sales and service goals.

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### Local Allstate Agency

*December 2022- February 2025*

Licensed Sales Professional

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### Local Allstate Agency

*December 2019- December 2022*

Licensed Sales Professional

- Ensured all clients were adequately protected by recommending appropriate coverage and policy options.
- Worked remotely while consistently meeting sales office requirements and personal performance goals.
- Built and maintained strong relationships with new and existing referral partners to drive business growth.
- Trained and mentored new sales producers, supporting their development and onboarding.
- Collaborated with agency owners on marketing strategies to increase brand visibility and lead generation.
- Partnered with customer service specialists to ensure prompt and thorough client support.

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### Auto Dealership

BDC Director

- Conducted cold calling and lead generation to build a pipeline of prospective clients.
- Managed leads through all stages of the buying and selling process, ensuring consistent follow-up and engagement.
- Collaborated closely with the sales team to streamline transactions and ensure a smooth client experience.

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## SKILLS

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- Professional Skills: Sales, Customer Service, Generation of Leads, Active Listening Skills, Calendar Management, Reservations Systems, Calculations, Call Centers, Medical Records, Cold Calling Sales, Data Collection, Data Entry Skills, Medicare, Radiology, Real Estate, Real Estate Finance, Administrative Operations, Procurement IT Skills: Cyber Security, Information Technology, Spreadsheets, Databases, Microsoft Office, Comptia Linux+

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## CERTIFICATIONS

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### Property & Casualty and Life & Health Licensed

State of SC, GA & NC

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Reported: 30–40 policies/month, \$20–30k premium/month (State Farm); 40–40 items/month, \$40–50k premium/month (Allstate)

Experience: State Farm 5 months, Allstate 6 years

Licensed in: P&C, Life & Health – SC, GA, NC

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 \$70k+ total

An insurance professional with 6 years of experience is looking for a remote position with a State Farm agency. The candidate's roles include: 100+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, bundling, self lead generation, creating lead lists, sales management, and customer service. The candidate reports 2–3 new life sales/month during their time with State Farm.