

# Direct Hire Candidate: 5389 \*\*6-7 Life Apps/Month\*\*

Licensed Team Member/ Sales Manager

*Accomplished and results-driven Sales Manager with a proven track record of building strong customer relationships, identifying high-value leads, and managing all aspects of sales and account management. Recognized for leading high-performing teams that consistently exceed sales targets through strategic guidance, motivation, and collaboration.*

## EXPERIENCE

### Local State Farm Agency

January 2020 - May 2025

Sales Manager

- Supervised a team of sales professionals, coordinating daily sales and account management activities to ensure operational efficiency and maximize revenue
- Communicated clearly with clients to perform in-depth needs assessments and provide tailored product recommendations aligned with their financial goals
- Evaluated clients' financial health and insurance needs to deliver personalized solutions with a strong focus on long-term satisfaction and protection
- Built and maintained lasting client relationships by delivering exceptional service, regular policy reviews, and proactive support
- Identified and capitalized on cross-sell and upsell opportunities, increasing policy volume while aligning products to evolving client needs
- Resolved client issues efficiently and effectively, supporting renewals, evaluating coverage options, and ensuring seamless transitions between policies

### Auto Dealership

January 2019 - January 2020

Brand Specialist

- Led delivery of high-impact training, coaching, and mentoring programs to elevate team performance and support individual employee development
- Drove consistent achievement and surpassing of sales targets by executing strategic sales activities and performance-based initiatives
- Conducted product demonstrations and educated clients on vehicle features, benefits, and differentiators, reinforcing Audi's brand value
- Performed in-depth needs assessments and client consultations to recommend tailored vehicle options and negotiate favorable terms

### Auto Dealership

June 2017 - January 2019

Fleet Manager

- Drove substantial sales and revenue growth by executing targeted B2B sales strategies and high-impact outreach activities
- Maximized client satisfaction and retention by delivering tailored business solutions aligned with customer objectives
- Built and nurtured strong client relationships through consistent communication, needs analysis, and value-driven service
- Identified and pursued new business opportunities through prospecting, lead qualification, and solution-focused sales presentations
- Promoted company products and services through ongoing marketing initiatives to drive brand visibility and pipeline growth

## SKILLS

- Professional Skills: Sales, Knowledge of Finance, Carrying out Assessments, Customer Account Management, Sales Processes, Customer Relationship Management, Generation of Leads, Negotiation Skills, Profit-Based Sales Targets, Business to Business Commerce, Strategic Management, Team Management, Knowledge of Advertising, Customer Service IT Skills: Microsoft Software, Salesforce.Com, Google Suite

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of TX

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Reported: 50-60 policies/month, \$70-80k premium/month (1st year sales only); 100-110 policies/month, \$120-130k premium/month (as manager of 2 agencies)

State Farm 5.3 years

Licensed in P&C, Life & Health - TX

Will work REMOTE in CST, EST, or MST

Desires a Sales Management role @ \$55-60k base + bonuses, or Sales @ \$50k base with the ability to earn \$90k+ total

A State Farm sales producer and manager with over 5 years of experience is looking for a remote sales management or sales position with a State Farm agency. The candidate started in sales and transitioned into managing a sales team across two agencies. Their background includes: 60+ outbound calls/day, sales team management and training, 10+ inbound calls with live lead transfers, referral sales, pivot and cross selling, commercial insurance sales, marketing, and customer service. The candidate reports selling 6-7 life and health policies per month.