

Direct Hire Candidate: 5385 **1-3 Life Apps/Month**

Licensed Team Member

I bring an energetic and dynamic personality, along with excellent communication skills, a strong attention to detail, and the ability to multitask effectively. As a fast learner with a courteous demeanor and a self-motivated attitude, I am confident in my ability to contribute positively to team success and overall business growth.

EXPERIENCE

Local State Farm Agency

April 2022 - April 2025

Licensed Team Member

Local State Farm Agency

April 2021 - April 2022

Licensed Team Member

Local State Farm

September 2020 - April 2021

Licensed Team Member

- Licensed Insurance Agent in Property, Casualty, Life, and Health in Georgia
- Generated quality leads through cold-calling, networking, and targeting single-line households to create sales opportunities for a top-producing agent
- Built and maintained strong client relationships, providing exceptional service to all accounts regardless of size or complexity
- Delivered personalized insurance solutions by understanding client needs and ensuring proper coverage across all lines

Restaurant

January 2014 - July 2020

Dining Room Manager, Kitchen Manager, Assistant General Manager, General

- Created and maintained weekly manager schedules to ensure optimal staffing and operational efficiency
- Ordered food and restaurant supplies while actively managing inventory to reduce waste and control food costs
- Increased overall restaurant profitability by implementing cost-saving strategies and monitoring budget performance
- Fostered a positive work environment and motivated team members to exceed performance goals
- Trained and promoted six hourly employees into management roles, contributing to company-wide leadership development

Catering Company

September 2007 - December 2013

Kitchen Manager, Bar Manager, Event Coordinator, Prep Cook

- Managed food and supply ordering, created menu proposals, and ensured timely procurement for daily operations and special events
- Oversaw event staffing, coordinated schedules, and ensured proper coverage for large-scale functions
- Performed hands-on food preparation and maintained quality control standards in both back and front-of-house operations
- Served as Server, Bartender, Store Trainer, Assistant Dining Room Manager, and Assistant Kitchen Manager, demonstrating versatility and leadership across multiple roles
- Trained new employees in customer service, safety protocols, and company standards, contributing to team development and consistency in guest experience

SKILLS

- Professional Skills: Cold Calling Sales, Sales, Stock Control, Cooking Skills, Food Preparation, Restaurant Operation, Kitchen Management, Catering Activities, Team Management, Business Administration, Cash Register Operation, Customer Service, Event Management, Food Safety, Human Resources, Income Statements, Interviewing, Food Industry, Bartending Skills, Food Handling

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of GA

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Reported: 25–35 items/month, \$20–30k premium/month

State Farm 4.5 years

Licensed in P&C, Life & Health – GA

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

A former State Farm team member is looking for a remote position with a State Farm agency. The candidate's roles include: 30+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, bundling, policy reviews, winbacks, and customer service.

Must have Health or Stipend