

# Direct Hire Candidate: 5410 \*\*1-3 Life Apps/Month\*\*

Licensed Team Member

Reliable and adaptable professional with a strong work ethic and a track record of completing daily tasks efficiently while contributing to team success. Quick to learn new procedures and always willing to take on new responsibilities. Known for being respectful, hardworking, and a natural problem solver. Eager to expand experience and grow within the insurance industry.

## EXPERIENCE

### Local State Farm Agency

August 2024 - Present

Licensed Team Member

- Uncovered customer needs to recommend and sell appropriate auto, home, life, and health insurance policies
- Conducted policy reviews to ensure clients were properly covered and educated on their options
- Generated leads, scheduled appointments, and consistently exceeded sales goals
- Built strong client relationships through personalized service, follow-up, and community involvement
- Trained and mentored new associates, supporting their development through shadow sessions and resources
- Assisted customers with policy changes, billing, claims, and inquiries using CRM systems
- Represented the agency at marketing events and Chamber of Commerce meetings to expand outreach
- Delivered a customer-focused, needs-based approach to improve satisfaction and retention

### Retail Store

September 2023 - August 2024

Sales Specialist

- Delivered a personalized luxury shopping experience to all customers, aligning with brand standards
- Assessed customer needs and recommended suitable Urban Decay products to enhance satisfaction
- Consistently met or exceeded individual retail sales goals through proactive engagement
- Cultivated new client relationships and fostered loyalty through exceptional service and follow-up

### Retail Cosmetic Store

May 2021 - August 2023

Beauty Advisor

- Handled cash transactions, processed refunds and exchanges, and restocked returned merchandise
- Maintained a clean, organized, and visually appealing checkout area to enhance customer experience
- Educated customers on loyalty programs, promotions, and updated store procedures
- Resolved customer concerns by collaborating with store leadership to deliver tailored solutions
- Supervised and trained new team members to ensure consistent service and operational efficiency

## SKILLS

- Professional Skills: Customer Service, Sales, Retail Commerce, Customer Relationship Management, Customer Retention, Generation of Leads, Risk Management, Vehicle Insurance, Customer Satisfaction, Insurance Management and Aftercare, Profit-Based Sales Targets, Cash Register Operation, Team Management, Business Administration, Cold Calling Sales, Marketing, Telephone Skills, Time Management IT Skills: Microsoft Word, Microsoft Excel, Microsoft Outlook, Microsoft Office

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of GA, AL & TN

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Licensed Team Member

Direct Hire Candidate: 5410 \*\*1-3 Life Apps/Month\*\* \$3500

Reported: 30-40 policies/month, \$30-40k premium/month

Experience: State Farm 1 year

Licensed in P&C, Life & Health – GA, AL, TN

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with a State Farm or Allstate Agency @ \$40-45k base, with the ability to earn \$60k+ total

A State Farm team member is looking for a remote opportunity with a State Farm or Allstate agency. The candidate has a background in 70+ outbound dials/day, 10+ inbound calls with live leads, referral sales, pivot and cross selling, bundling, marketing, developing their own leads, and customer service. They report selling 1-3 new life policies and 3-5 new health policies per month.