

Direct Hire Candidate: 5423

Licensed Team Member

Hardworking and results-driven business development professional with 20 years of experience in sales, marketing, and management. Proven ability to generate new business leads, conduct market research, and execute targeted outreach campaigns through social media. Skilled in insurance sales, payroll processing, team management, and conflict resolution. Strong background in retail management, employee evaluation, and sales performance leadership, with a consistent track record of driving growth and operational success.

EXPERIENCE

Software Company

May 2023 - December 2024

Business Development Representative

- Built and maintained a robust pipeline of qualified leads through proactive prospecting, cold calling, and strategic networking
- Conducted in-depth market research to identify emerging trends and analyze the competitive landscape, providing data-driven insights to support strategic business planning
- Represented the company at industry conferences, trade shows, and networking events to expand brand presence and generate new business opportunities
- Executed targeted outreach campaigns via LinkedIn and other social platforms to attract and engage prospective clients

Local State Farm Agency

August 2019 - May 2023

Agent Aspirant

- Analyzed potential client needs and developed personalized insurance and financial plans aligned with their individual goals
- Consistently achieved and exceeded agency sales targets through strategic planning and client-focused solutions
- Executed outside marketing initiatives to drive new business and expand the client base
- Applied strong organizational and time management skills to manage inbound and outbound inquiries across phone and email channels

Jewelry Store

March 2003 - November 2018

Store Manager

- Managed daily retail operations with a focus on maximizing profitability and efficiency
- Fostered a positive, professional work environment to drive team performance and results
- Conducted employee evaluations and led ongoing training and development programs
- Recognized as a President's Award winner for top-performing sales management

SKILLS

- Professional Skills: Sales, Retail Commerce, Business Development, Market Research, Social Media, Strategic Management, Cold Calling Sales, Customer Demand Planning, Event Management, Generation of Leads, Marketing, Financial Planning, Time Management, Conflict Resolution, Insurance Sales, Retail Management, Sales Management, Knowledge of Campaigns, Payroll Management

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of NC

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Direct Hire Candidate: 5423 **1–2 Life Apps/Month** \$3500

Reported: 35–45 policies/month, \$20–30k premium/month

Experience: State Farm 3.8 years

Licensed in P&C, Life & Health – NC

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$43–45k base, with the ability to earn \$70k+ total

A former State Farm team member and Agent Aspirant is looking for a remote position with a State Farm agency. The candidate's background includes: 30+ outbound dials/day, 32+ inbound calls, referral sales, pivot and cross selling, bundling, self lead generation, creating lead lists, and customer service. The candidate reports selling 1–2 new life policies per month.