

Direct Hire Candidate: 5431 ****3-5 Life Apps/Month****

Licensed Team Member

Results-driven sales and customer service professional with a proven track record in telesales, insurance advising, and team leadership. Licensed in Property, Casualty, Life, and Health. Passionate about building relationships, exceeding targets, and helping clients find the right solutions.

EXPERIENCE

Local State Farm Agency

January 2025 - June 2025

Licensed Team Member

- Managed leads and client portfolios, assessing individual insurance needs and tailoring auto, home, and life insurance solutions accordingly.
- Accumulated over 65 five-star customer reviews within five months by delivering exceptional service and personalized coverage recommendations.
- Delivered strong sales performance by identifying coverage gaps and presenting suitable policy enhancements to maximize protection.

Communication Company

May 2022 - August 2024

Telesales Representative

- Conducted both outbound and inbound telesales, including upselling and reselling services to existing customers to maximize revenue.
- Achieved recognition as the #1 Salesman at the site and ranked in the Top 10 nationally on multiple occasions.
- Contacted potential and existing customers to answer product inquiries, process orders, and schedule future sales appointments.
- Contributed to Team Showtime's repeated national success through high sales performance, collaboration, and mentoring new team members.

Insurance Company

May 2021 - February 2022

Insurance Agent/Partner

- Managed CRM data by accurately tracking payments, updating customer records, and maintaining organized documentation.
- Quoted auto and home insurance policies, responded to inbound calls, and processed in-store customer payments efficiently.
- Contributed to the company's reputation by supporting a consistently high level of service, helping achieve 200+ 5-star customer reviews.

Cellular Phone Company

July 2020 - May 2021

Sales Representative

- Provided sales and technical support to customers, ensuring timely and accurate resolution of inquiries.
- Managed inventory levels and restocked merchandise to maintain product availability and store efficiency.
- Delivered high-quality customer service, fostering positive shopping experiences and repeat business.
- Educated customers on current promotions and upcoming specials to drive sales and increase engagement.

SKILLS

- Professional Skills: Sales, Telemarketing, Mentoring, Consulting, Team Management, Customer Relationship Management, Customer Service, Insurance Management and Aftercare, Technical Support, Negotiation Skills,

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of TX

Direct Hire Candidate: 5431 **3-5 Life Apps/Month**

Licensed Team Member

Direct Hire Candidate: 5431 **3-5 life apps/month** \$3500

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

Experience: State Farm 2 years

Licensed in P&C, Life & Health – TX

Will work REMOTE in CST

Desires a Sales role with any agency @ \$40k base, with the ability to earn \$60k+ total

A State Farm team member is looking for a remote opportunity with an insurance agency. The candidate has a background in 30-50 outbound dials/day, 10 inbound calls/day, referral sales, pivot and cross selling, lead generation, bundling, and customer service.