

Direct Hire Candidate: 5429 ****3-5 Life Apps/Month****

Licensed Team Member

To secure a position with opportunities for growth where I can apply my current skills and develop new ones. I am a motivated team player with a strong desire to learn, the ability to work independently once expectations are set, and a proven ability to multitask effectively. Known for my ambition, adaptability, and commitment to delivering high-quality work.

EXPERIENCE

Local State Farm Agency

May 2024 - May 2025

Licensed Team Member

- Developed and maintained strong client relationships by delivering personalized insurance solutions tailored to individual needs
- Utilized CRM software to manage leads, track customer interactions, and streamline the sales and service process
- Conducted detailed risk assessments to identify coverage gaps and recommended appropriate policies to mitigate potential losses
- Identified and pursued cross-selling opportunities, resulting in increased policy bundling and improved client retention
- Managed a consistent pipeline of leads, following up on inquiries and successfully converting prospects into policyholders

Financial Services Company

March 2024 - May 2024

Customer Service Representative

- Handled inbound and outbound phone calls to assist clients with policy inquiries and service needs
- Processed policy changes and updates accurately based on client requests
- Maintained and updated CRM database with current client information and activity tracking
- Educated clients on potential savings through bundling and additional coverage options, including life insurance
- Ensured accurate record keeping and compliance with company and industry standards
- Scheduled renewal appointments and prospective client meetings on behalf of the agent to support sales efforts

Insurance Company

January 2023 - December 2023

Independent Insurance Agent

- Serviced both active and terminated policyholders by upgrading coverage and transitioning them to newer product offerings
- Cross-sold insurance products across multiple entities to maximize customer value and increase retention
- Sold a range of insurance solutions including Life Insurance, Medicare Supplement, Short Term Care, Annuities, and Supplemental Health Products
- Prospected local small businesses across multiple counties through in-person outreach while traveling throughout the state

Cellular Phone Company

November 2022 - December 2022

Wireless Sales Expert

- Assisted customers with a wide range of wireless service needs, including device upgrades, plan adjustments, and carrier transitions
- Delivered personalized recommendations to ensure optimal plan selection based on customer usage and preferences
- Upsold wireless insurance plans, accessories, and other value-added services to enhance customer satisfaction and drive revenue
- Built strong rapport with members by providing attentive service, resulting in increased loyalty and repeat business

SKILLS

- Professional Skills: Customer Relationship Management, Insurance Sales, Risk Analysis, Sales Processes, Customer Service, Sales, Phone Sales, Upselling Skills, Accounting, Insurance Management and Aftercare,

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of AZ & NV

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Licensed Team Member

Direct Hire Candidate: 5427 **3-5 Life Apps/Month** \$3500

Reported: 25-35 policies/month, \$25-35k premium/month

Experience: State Farm 1 year, Independent 1 year

Licensed in P&C, Life & Health – AZ, NV

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 \$55k+ total

A former State Farm team member is looking for a remote position with a State Farm agency. The candidate has a background in 50+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, bundling, self lead generation, creating lead lists, and customer service. The candidate reports 3-5 new life sales per month during their time with State Farm.