

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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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.