

Direct Hire Candidate: 5429 ***1-2 Life Apps/Month***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

November 2023 - Present

Sales Manager

- Managed high-profile sales accounts, ensuring client satisfaction and long-term retention
- Prospected and secured new clients through networking, outreach, and relationship-building
- Consistently met and exceeded sales quotas by delivering personalized insurance solutions
- Fostered strong, trust-based relationships with clients, leading to increased referrals and retention
- Sold all lines of insurance, including auto, home, life, and commercial policies, tailored to client needs

State Farm Insurance

March 2021 - February 2023

Licensed Insurance Producer

- Fully licensed in Property & Casualty and Life insurance
- Consistently achieved strong sales performance and exceeded customer service expectations
- Recognized with dozens of 5-star Google reviews for outstanding client support and professionalism
- Proven ability to build trust and long-term relationships with clients through tailored insurance solutions
- Effective team player, contributing to a positive office environment and collaborative success

Fitness Center

March 2023 - October 2023

General Manager

- Oversaw all day-to-day operations, including HR, scheduling, and staff management to ensure smooth business functioning
- Led sales efforts, consistently generating and converting leads to drive membership growth
- Managed member retention strategies, customer relations, and conflict resolution to maintain high satisfaction rates
- Directed marketing initiatives, including social media and local outreach, to increase brand visibility and engagement
- Trained and mentored staff, improving team performance and customer service standards
- Instructed group fitness classes 4 days a week, delivering high-energy workouts and fostering a positive fitness environment

Retail

February 2021 - May 2022

Operations Manager

- Managed payroll processing and ensured accurate and timely compensation for all employees
- Oversaw inventory control, product ordering, and restocking to maintain optimal supply levels
- Built and maintained strong relationships with vendors to negotiate pricing and ensure timely deliveries
- Supervised and supported employees, including scheduling, training, and performance management
- Handled customer relations, resolving issues promptly and ensuring a high level of satisfaction
- Played a key role in marketing strategy and execution, contributing to brand visibility and business growth

Fitness Center

January 2020 - February 2021

Fitness Manager

- Managed customer accounts, ensuring satisfaction, retention, and personalized service across the personal training department
- Oversaw payroll processing and commission tracking for trainers and sales staff
- Analyzed departmental performance metrics to identify trends and improve operational efficiency
- Created and maintained staff schedules to align with client demand and team availability
- Supervised all operations within the personal training department, including staff management and client engagement
- Led strategic marketing initiatives to promote training services, increase visibility, and drive revenue growth

EDUCATION

Community College

Present

Associate in Business

CERTIFICATIONS

Licensed in P&C, Life & Health – TX, CA

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Licensed Insurance Producer

Reported: 35–45 items/month, \$40–50k premium/month

Experience: State Farm 2.8 years

Licensed in P&C, Life & Health – TX, CA

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$50k base, with \$90k+ earning potential

100+ outbound dials/day, inbound calls with live lead transfers, referral sales, pivot & cross selling, bundling, self lead generation, training, mentoring new employees, & customer service. The candidate reports 1–2 new life sales per month.