

Direct Hire Candidate: 5445 ****3-5 Life Apps/Month****

Licensed Team Member

EXPERIENCE

Construction Company

July 2024 - Present

Masonry Apprentice

- Mixed mortar daily to ensure a consistent and continuous supply for block and stone layers, supporting efficient job site productivity.
- Maintained appropriate mortar consistency and volume to eliminate downtime and keep masonry crews operating at peak performance.
- Coordinated closely with masons to anticipate needs and adjust mixing schedules, contributing to timely project completion.
- Demonstrated strong time management and attention to detail in a physically demanding, fast-paced work environment.

Local State Farm Agency

November 2017 - June 2024

Licensed Team Member

- Marketed and sold a range of insurance products, guiding clients through coverage options to ensure informed decisions.
- Explained policy differences in clear, easy-to-understand terms to help customers select appropriate insurance plans.
- Delivered exceptional customer service by phone and email, addressing client inquiries and resolving concerns promptly.
- Communicated with mortgage companies to provide requested insurance documentation efficiently and accurately.
- Maintained strong client relationships through consistent follow-up and personalized service.

School Academy

July 2014 - June 2021

Youth Counselor

- Provided structured mentorship and guidance to at-risk male youth facing challenges such as gang involvement and unstable home environments.
- Supported participants through each phase of the academy program, helping them set and achieve personal development goals.
- Fostered a positive, accountable environment to encourage behavioral change and long-term success.
- Collaborated with team members to monitor progress, deliver feedback, and adapt support strategies as needed.

School District

June 2010 - November 2014

Custodian/Janitor

- Ensured school facilities met cleanliness and safety standards to support a healthy learning environment for students and staff.
- Collaborated directly with teachers and staff to address classroom and hallway maintenance needs in a timely manner.
- Provided ongoing maintenance and troubleshooting of classroom air conditioning units to ensure optimal functionality and comfort.
- Conducted regular inspections to uphold compliance with public health and facility regulations.

SKILLS

- Professional Skills: Masonry and Bricklaying Work, Business Marketing, Customer Service, Mortgage Loans, Insurance Management and Aftercare, Maintenance, Cold Calling Sales, Insurance Sales

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of KY

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Reported: 25-35 items/month, \$20-30k premium/month

Experience: State Farm 6.5 years (one agent)

Licensed in P&C, Life & Health – KY

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm agency @ \$35-40k base, with the ability to earn \$55k total

This seasoned State Farm team member has stayed loyal to one agent for over 6 years and is now looking for a remote opportunity. Their daily duties include 50+ outbound dials, 20+ inbound calls with live lead transfers, referral sales, pivot and cross selling, bundling, marketing, policy reviews, and customer service. They report 3-5 new life policies sold each month.