

# Direct Hire Candidate: 5461 \*\*1-3 Life Apps/Month\*\*

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Licensed Team Member

## EXPERIENCE

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### Local State Farm Agency

December 2023 - Present

Licensed Team Member

- Built strategic referral relationships with Centers of Influence (COIs), generating a high-quality opportunity funnel with a 31% closing rate
- Developed and implemented targeted social media strategies to increase brand awareness and lead generation
- Managed client accounts by delivering tailored insurance solutions and ensuring high customer satisfaction
- Maintained consistent follow-up and communication to strengthen client relationships and drive retention

### Local Bar

May 2020 - November 2024

Bartender

- Recognized for leadership and delivering consistently exceptional service in a fast-paced, upscale rooftop venue
- Provided a premier customer experience while managing high guest volumes with professionalism and efficiency
- Trained and mentored new staff, contributing to a cohesive and service-oriented team
- Maintained strong knowledge of menu offerings and specials to enhance guest satisfaction and drive sales

### Mortgage Company

August 2022 - April 2023

Loan Officer Assistant

- Assisted in preparing and submitting loan applications, ensuring accuracy and completeness of documentation
- Researched and identified suitable lending options based on client financial profiles and objectives
- Maintained strong client relationships through consistent, transparent communication throughout the loan process
- Collaborated with underwriters to resolve issues, expedite approvals, and meet critical funding deadlines

## SKILLS

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- Professional Skills: Customer Experience, Media Strategy, Social Media, Customer Relationship Management, Financial Underwriting, Business Administration, Casualty Insurance, Mortgage Loans, Sales Strategy

## CERTIFICATIONS

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### Property & Casualty and Life & Health Licensed

State of NY

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Reported: 25–35 policies/month, \$10–20k premium/month

Experience: State Farm 1.6 years

Licensed P&C, Life & Health in NY

Will work REMOTE in EST only

Desires a Sales role with a State Farm Agency @ \$40–45k base, with the ability to earn \$60k+ total

A motivated State Farm team member is seeking a remote opportunity. This candidate handles 40+ outbound dials/day and 5+ inbound calls, with strengths in pivot and cross selling, referral sales, bundling, self lead generation, networking, social media marketing, and customer service. Reports 1–3 new life sales per month.

Would prefer to sell in NY

Requires agent to offer health insurance or stipend