

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

Licensed Team Member

EXPERIENCE

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

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

CERTIFICATIONS

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