

# Direct Hire Candidate: 5518 \*\*\*4-6+ LIFE APPS/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### State Farm Insurance

January 2025 - August 2025

Licensed Insurance Producer

- Managed 100+ outbound calls per day to purchased leads, providing insurance quotes and building strong member rapport to close with confidence.
- Consistently met and exceeded daily activity targets and premium goals by maintaining high levels of productivity and professionalism.
- Leveraged Salesforce and Microsoft Office daily for tracking, reporting, and communication, ensuring seamless organization and follow-up.
- Followed established systems and processes for lead management, creating tasks for prospects and streamlining new member onboarding.

### Weight Loss Clinic

October 2023 - November 2024

Regional Onboarding/ Sales Specialist

- Coordinated daily team engagement through Office 365, managing individual and team calendars 4–6 weeks in advance while handling confidential information in compliance with HIPAA standards.
- Built strong client rapport by overcoming objections during the sales process and closing confidently, consistently meeting and exceeding sales goals.
- Achieved weekly targets of 30+ new clients gained while supporting monthly retention and attrition goals.
- Improved coach utilization and productivity from 50% to 65% by scheduling and facilitating 1:1 development sessions, enhancing onboarding and consultation effectiveness.

### Weight Loss Clinic

July 2020 - October 2023

Store Operations Assistant Manager

- Supervised and developed a team of 20 associates while managing daily operational tasks at the top-performing location.
- Onboarded new patients with a 94% conversion rate by overcoming objections and closing with confidence.
- Managed funds and confidential client information in compliance with HIPAA standards.
- Conducted monthly 1:1 evaluations to support coach learning and development, and facilitated weekly staff meetings to ensure alignment and performance.
- Increased store revenue by 10% in 2020, maintaining top sales revenue ranking for three consecutive years while fostering a positive work culture with weekly employee recognition programs.
- Delivered constructive feedback to team members while actively seeking feedback as a means of growth and development; consistently recognized as coachable and adaptable.

### Weight Management Company

June 2018 - July 2020

Health Coach

- Engaged and retained ~50 members weekly, consistently achieving 75–80% productivity levels.
- Attended weekly staff meetings to align with organizational goals and contribute actionable insights toward store performance.
- Handled confidential client information in compliance with HIPAA standards.
- Created detailed progress and impact reports for physician partners, strengthening collaboration and accountability.
- Represented the organization at health fairs and hosted patient appreciation events (e.g., cooking classes, weight loss challenges, and wellness activities) to drive engagement and retention.
- Proficient in Microsoft Office 365, with expertise in calendar management, reporting, and productivity tools.

## EDUCATION

### Public University

Bachelor Degree

## CERTIFICATIONS

Licensed P&C, Life & Health in: IN

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Licensed Insurance Producer

Reported: 40–50 policies/mo, \$35–45k premium/mo

Experience: State Farm 8 months

Licensed P&C, Life & Health in: IN

Will work REMOTE in CST, EST, MST

Desires a Sales role with a State Farm or Allstate Agency @ \$36–40k base, with \$65k+ earning potential

100+ outbound calls/day, inbound calls with live leads, selling raw new customers, pivot & cross selling, referral sales, bundling, & customer service. They report 4–6+ new life sales per month.