

# Direct Hire Candidate: 5520 \*\*\*4-5 LIFE APPS/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### Gymnastics Club

January 2022 - Present

Owner

- Created and maintained all website and social media platforms to increase visibility and engagement.
- Developed and implemented innovative marketing strategies that attracted new customers and retained existing ones in a highly competitive market.
- Coached children and fostered a welcoming, positive environment for students, parents, and staff, strengthening relationships and building trust.
- Managed all classes and scheduling, while training employees to deliver consistent, high-quality experiences.
- Built partnerships with local schools and community centers, expanding program reach and brand awareness.
- Designed and executed customer feedback systems to improve program offerings and increase retention rates.
- Leveraged deep knowledge of industry trends to anticipate changes, adapt business strategies, and maintain competitiveness.
- Cultivated a motivating company culture that inspired employees, students, and parents to actively engage with programs and community events.
- Pursued ongoing professional training and certifications to ensure programs met or exceeded industry standards.

### State Farm Insurance

June 2024 - Present

Licensed Insurance Producer

- Delivered tailored insurance solutions by evaluating customer needs and recommending appropriate products (auto, home, life, and health).
- Generated leads and closed sales through proactive outbound/inbound calls, follow-ups, and referrals.
- Built long-term client relationships by conducting policy reviews, educating on coverage options, and ensuring personalized service.
- Processed applications, collected documentation, and ensured compliance with underwriting standards.
- Consistently met and exceeded monthly sales goals and agency performance metrics.
- Utilized CRM software to manage customer data, track communications, and schedule timely follow-ups.
- Handled customer service inquiries, billing issues, and policy changes with professionalism and accuracy.
- Represented the agency at community outreach, marketing events, and client engagement activities.
- Maintained in-depth knowledge of State Farm products, underwriting guidelines, and regulatory requirements.

### Retail

January 2019 - December 2023

Key Associate

- Assisted customers with product selection, ensuring personalized service and a high level of satisfaction.
- Resolved customer issues promptly and effectively to maintain strong client relationships.
- Managed all social media accounts by creating content, running promotions, and engaging with customer inquiries.
- Oversaw daily store operations, including opening, closing, cash handling, and security procedures.
- Implemented innovative visual merchandising techniques to enhance the shopping experience and increase sales.
- Designed and maintained engaging store layouts that reflected current fashion trends and highlighted featured products.
- Collaborated with marketing to develop seasonal promotions and campaigns that drove customer traffic and revenue.
- Introduced interactive product demonstration stations to educate customers and boost engagement with featured products.

## CERTIFICATIONS

Licensed P&C, Life & Health in: MS

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Licensed Insurance Producer

Reported: 25–35 policies/mo, \$40–50k premium/mo

Experience: State Farm 1.2 years

Licensed P&C, Life & Health in: MS

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$35–40k base, with \$55k+ earning potential

50+ outbound dials/day, 20+ inbound calls, referral sales, pivot & cross selling, bundling, self lead generation, win-backs, & customer service. They report 4–5 new life/health sales per month.