

# Direct Hire Candidate: 5540 \*\*\*6-8 LIFE, 5-7 HEALTH APPS/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### State Farm Insurance

October 2018 - Present

Sales Leader/Office Manager

- Established sales goals by forecasting annual quotas and projecting sales volume for new and existing products.
- Identified and maximized sales opportunities, contributing to increased customer retention rates.
- Provided optimal assistance to the Sales Agent, handling diverse administrative and operational tasks.
- Successfully managed and motivated a sales team to achieve and exceed sales goals.
- Led the sales department with a positive, results-driven attitude, achieving high quarterly performance.
- Trained, coached, and mentored new sales and service professionals to ensure ongoing company sales success.

### County Government

March 2016 - November 2017

Appraiser

- Collaborated effectively both independently and within team environments to resolve challenges.
- Demonstrated reliability as a punctual, hardworking, and approachable professional.
- Organized and prioritized workload to complete assignments accurately and on time.
- Applied empathy and consideration of colleagues' and partners' perspectives in decision-making.
- Utilized strong analytical and problem-solving skills to support business objectives.

## SKILLS

Professional Skills

- Customer Retention & Relationship Management
- Sales Strategy & Execution
- Forecasting & Revenue Growth
- Profit-Based Sales Target Achievement
- Customer Service Excellence
- Administrative Operations & Workflow Management

## CERTIFICATIONS

Licensed P&C, Life & Health in: TX

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Licensed Insurance Producer

Reported: 45–55 policies/mo, \$55–65k premium/mo

Experience: State Farm 6.8 years (one agent)

Licensed P&C, Life & Health in: TX

Will work REMOTE in CST or EST

Desires a Sales role with a State Farm Agency @ \$45–50k+ base, with \$75k earning potential

50+ outbound calls/day, pivot & cross selling, developing their own leads, referral selling, bundling, & customer service. They report selling 6–8 new life policies per month, along with 5–7 health products.