

Direct Hire Candidate: 5546 ***5-8 LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

February 2024 - Present

Licensed Insurance Producer

- Provided clients with expert guidance in selecting insurance policies that matched their unique needs and preferences.
- Cross-sell and up-sell additional coverages, including bundling home and auto policies
- Exhibit proven sales experience, including cold calling, prospecting, and lead conversion.
- Demonstrate strong communication and interpersonal skills to build lasting client relationships.
- Recognized as Top Salesman in the office 12+ times, consistently exceeding monthly production goals and leading peers in sales performance.

Restaurant

August 2023 - February 2024

General Manager

- Directed store management team in delivering desired outcomes, including increased sales, profitability, and employee retention.
- Managed financial controls, inventory, and operational efficiency to maintain compliance and drive profitability.
- Led people development initiatives, including coaching, training, and performance management to build a high-performing team.
- Ensured exceptional customer service standards were met across all shifts, enhancing satisfaction and loyalty.
- Maintained compliance with Vibe and brand standards, reinforcing consistency across the store.
- Implemented operational strategies to optimize workflow, improve employee engagement, and support long-term business success.

Supermarket

August 2022 - June 2023

Pick Up Department Lead

- Trained, supervised, and supported selectors and customer attendants, ensuring adherence to local, state, federal laws, and food safety procedures.
- Managed order intake, scheduling, and work distribution to meet operational needs and maximize efficiency.
- Printed and distributed order labels for perishable and non-perishable departments, ensuring accuracy.
- Performed selector and customer attendant duties when required, maintaining workflow and service quality.
- Troubleshoot e-Commerce equipment and devices, minimizing downtime and service interruptions.
- Maintained supplies, staging areas, and equipment organization to support smooth operations.
- Reported pricing, scanning, item location, and temperature discrepancies to store management for correction.
- Provided daily feedback and input for annual reviews, supporting staff development and performance growth.

Online Retailer

August 2021 - August 2022

Fulfillment Center Associate

- Received, stocked, and organized inventory, ensuring accurate placement and efficient workflow.
- Sorted customer orders using induct and rebin processes, preparing items for timely packing and shipping.
- Prepared, packed, and loaded boxes into trucks, consistently meeting shipping deadlines.
- Utilized handheld scanners to track inventory, verify barcodes, and follow task instructions.
- Troubleshoot order and inventory discrepancies, ensuring quality standards were met.
- Served as a Learning Ambassador, training new employees on company procedures, safety, and productivity standards.
- Oversaw outbound operations, minimizing errors, and retraining employees on best practices to maintain accuracy and efficiency.

EDUCATION

Private University

Bachelor Degree

CERTIFICATIONS

Licensed P&C, Life in: WV, PA, OH, KY, VA

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Licensed Insurance Producer

Reported: 30–40 policies/mo, \$20–30k premium/mo

Experience: State Farm 1.7 years

Licensed P&C, Life in: WV, PA, OH, KY, VA

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40–45k base, with \$55k+ earning potential

50+ outbound dials/day, 20+ inbound calls, referral sales, pivot & cross selling, bundling, networking, policy reviews, & customer service. They report 5–8 new life policies sold per month.