

Direct Hire Candidate: 5562 ***2-3 LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

January 2024 - May 2025

Sales Manager

- Led remote daily sales operations, focusing on both customer acquisition and long-term retention.
- Delivered personalized insurance solutions across auto, home, life, and health lines, aligning policies to client needs.
- Consistently met and exceeded sales targets through strategic outreach, proactive follow-ups, and pipeline management.
- Maintained exceptional client satisfaction by providing clear communication, dependable service, and timely policy support.
- Strengthened customer relationships by conducting regular policy reviews and identifying cross-selling opportunities.
- Leveraged CRM tools and digital communication platforms to ensure accurate record-keeping and efficient client follow-up.
- Collaborated with team members in a remote environment to achieve shared sales goals and drive agency growth.

State Farm Insurance

November 2019 - November 2023

Sales Manager

- Led a high-performing sales team in a fast-paced State Farm office, ensuring productivity and efficiency in daily operations.
- Trained, mentored, and coached new agents, accelerating their ramp-up time and driving measurable improvements in sales performance.
- Managed client retention strategies, conducting in-depth coverage reviews and consultations to resolve complex insurance needs.
- Consistently exceeded individual and team sales goals across multiple lines, including auto, home, life, and health insurance.
- Built strong client relationships through personalized service and proactive communication, resulting in increased loyalty and referrals.
- Supported office management with process improvements and performance tracking, enhancing team accountability and results.

Wholesale Supplier

February 2016 - November 2019

Showroom Sales Representative

- Assisted customers and contractors in selecting plumbing products and solutions tailored to project needs.
- Maintained expert-level knowledge of showroom inventory, vendor lines, and product specifications.
- Managed order fulfillment with accuracy and efficiency, ensuring timely delivery and customer satisfaction.
- Delivered exceptional customer service to build and sustain long-term client loyalty.
- Partnered closely with builders and remodelers to provide support on ongoing residential and commercial projects.
- Resolved product and service inquiries promptly, demonstrating strong problem-solving and communication skills.
- Tracked inventory levels, coordinated with vendors, and ensured showroom displays were well-organized and current.

CERTIFICATIONS

Licensed P&C, Life & Health in: TX

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Licensed Insurance Producer

Reported: 45–55 policies/mo, \$60–70k premium/mo

Experience: State Farm 5.5 years

Licensed P&C, Life & Health in: TX

Will work REMOTE in any time zone

Desires a Sales and/or Sales Management role with a State Farm Agency @ \$45–50k base, with \$90k+ earning potential

70+ outbound calls/day, 15+ inbound calls with live leads, pivot & cross selling, developing their own leads, referral selling, bundling, win-backs, retention, sales management, & customer service. They report selling 2–3 new life policies per month.