

# Direct Hire Candidate: 5596 \*\*\*1-3 LIFE APPS/DAY\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### Specialty Cleaning Service

January 2021 - Present

Owner

- Managed legal and administrative setup, including state filings, business licensing, and insurance compliance.
- Delivered high-quality residential and commercial cleanings with a strong focus on safety, indoor air quality, and customer satisfaction.
- Handled comprehensive business operations: bookkeeping, taxes, sales, client intake, job quoting, and service scheduling.
- Executed marketing and branding strategies across digital and traditional channels, including social media, SEO, and paid advertising.
- Maintained and serviced all equipment, managed vendor relationships, and ensured supply chain continuity to support seamless field operations.

### State Farm Insurance

November 2020 - Present

Sales Account Manager

- Build and maintain strong client relationships by identifying individual needs and tailoring comprehensive coverage options.
- Consistently exceed performance targets, generating over \$30,000 in monthly premium sales.
- Licensed in Property & Casualty, Life, and Health Insurance, with deep knowledge of policy structures, underwriting, and compliance.
- Recognized for outstanding customer service, account retention, and personalized client support throughout the policy lifecycle.

### Retail

October 2019 - October 2020

Food Department Manager

- Oversaw vendor relations, purchasing, and scheduling to ensure smooth daily operations and inventory accuracy.
- Managed and coached a team to enhance efficiency, service quality, and team engagement.
- Analyzed seasonal and weather-related trends to optimize ordering, minimize waste, and reduce stockouts.
- Implemented process improvements that streamlined workflows and significantly improved on-shelf availability.

### Specialty Cleaning Company

June 2010- July 2017

Co-Owner

- Supervised field technicians, managed scheduling, and ensured adherence to safety protocols and quality service standards.
- Oversaw administrative functions including billing, payroll, customer acquisition, advertising, and job bidding.
- Boosted profitability through effective upselling strategies and continuous improvement of operational workflows.
- Played a key role in customer retention and satisfaction by maintaining high service standards and efficient communication.

## CERTIFICATIONS

Licensed P&C, Life & Health in: MN

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Licensed Insurance Producer

Reported: 30–40 policies/mo, \$25–35k premium/mo

Experience: State Farm 3.5 years

Licensed: P&C, Life & Health – MN

Will work REMOTE in CST only \*\*\*MUST OFFER HEALTH/STIPEND\*\*\*

Desires a Sales or Hybrid role with a State Farm agency @ \$45k base, with \$70k earning potential

100+ outbound calls/day, 10+ inbound calls/day, pivot & cross selling, bundling, referral selling, creating their own leads, & customer service. They also report 1–3 new life policies/month.