

Direct Hire Candidate: 5609 ***1-2 LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

September 2023 - Present

Account Manager

- Led all new business development efforts for the office, driving revenue growth and expanding the client base across key target markets.
- Consistently acquired an average of 60+ net new clients per month, significantly increasing market penetration and brand visibility.
- Generated over \$375,000 in new revenue within 12 months through strategic outreach, relationship-building, and tailored sales solutions.
- Conceptualized and launched two innovative marketing programs in the first year, resulting in increased lead generation and improved conversion rates.

IT Services and Consulting Firm

February 2022 - September 2023

Account Manager

- Managed and grew a portfolio of 150+ client accounts, overseeing the full sales cycle from prospecting to close and post-sale support.
- Played an active role across multiple sales functions, including new business hunting, account growth, account management, and execution of targeted marketing campaigns.
- Generated over \$500,000 in sales revenue in 2022 through strategic client engagement and upselling opportunities.
- Maintained daily communication with C-level executives, building strong relationships and delivering tailored solutions to meet complex business needs.

IT Services and Consulting Firm

July 2019 - February 2022

Inside Technical Sales Representative

- Consistently exceeded 300+ cold and follow-up calls per week, driving top-of-funnel activity and lead generation.
- Recognized as the leading sales representative based on call volume, efficiency, and conversion metrics.
- Successfully targeted and engaged C-level executives through strategic cold calling and personalized email campaigns.
- Built and maintained a structured personal book of business, organizing client data, tracking outreach, and nurturing long-term relationships.

Marketing Services

February 2019 - July 2021

Founder

- Launched Alliance Marketing Strategies, a digital marketing initiative focused on client acquisition and brand growth.
- Led the planning, execution, and optimization of digital advertising and marketing campaigns across multiple platforms.
- Achieved a 225% increase in website traffic within the first 3 months through data-driven strategy and targeted outreach.
- Designed and managed customized campaigns using Google Ads and Facebook Ads, tailoring content to client objectives and audience behavior.

EDUCATION

Public University

Bachelor Degree

CERTIFICATIONS

Licensed P&C, Life & Health in: MI

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Licensed Insurance Producer

Reported: 40–50 policies/mo, \$30–40k premium/mo

Experience: State Farm 2 years

Licensed P&C, Life & Health in: MI

Will work REMOTE in EST only

Desires a Sales role with a State Farm or Allstate agency @ \$45k+ base, with \$65k+ earning potential

30+ outbound calls/day, 20+ inbound calls, pivot & cross selling, referral sales, policy reviews, bundling, networking, creating lead lists, & customer service. They also report 1–2 new life policies sold per month.