

Direct Hire Candidate: 5618 **3-5 LIFE, 3-5 HEALTH APPS/MO**

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

October 2023 - Present

Insurance Counselor

- Closed auto, home, life, and health insurance policies through a mix of inbound leads and 100+ outbound calls per day.
- Overcame price objections by shifting focus to long-term value and coverage benefits.
- Used strategic questioning to identify customer needs and provide customized insurance solutions.
- Built and maintained strong client relationships through proactive communication and support.
- Consistently exceeded sales targets while maintaining high levels of customer satisfaction.

Car Dealership

August 2021 - October 2023

Sales

- Sold vehicles on a 100% commission basis by leading test drives, negotiating deals, and discussing financing options.
- Closed profitable deals by effectively handling objections around pricing, monthly payments, and trade-in values.
- Delivered a smooth, customer-friendly sales experience by guiding buyers through the entire process from start to finish.
- Consistently met or exceeded sales goals by using a consultative sales approach and upselling add-ons such as extended warranties and service packages.
- Built long-term customer relationships post-sale, resulting in repeat business and referrals.

Restaurant

July 2018 - August 2021

Waitress

- Upsold menu items in a fast-paced, high-volume restaurant environment, sharpening communication and persuasion skills.
- Quickly built rapport with guests to create memorable dining experiences that encouraged repeat visits and customer loyalty.

EDUCATION

Private University

Bachelor Degree

CERTIFICATIONS

Licensed P&C, Life & Health in: WV, OR, AZ, NJ, CA

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Reported: 40–50 policies/mo, \$25–35k premium/mo

Experience: State Farm 2 years

Licensed P&C, Life & Health in: WV, OR, AZ, NJ, CA

Will work REMOTE in EST, CST

Desires a Sales or Hybrid role with a State Farm agency @ \$42–45k base, with \$70k+ earning potential

75+ outbound calls/day, 20+ inbound calls, pivot & cross selling, referral sales, creating their own leads, bundling, networking, creating lead lists, & customer service. They also report selling 3–5 new life policies per month, along with 3–5 new health policies per month.