

Direct Hire Candidate: 5626 **12-15 LIFE, 2-5 HEALTH APP/MO**

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

May 2021 - Present

Senior Sales Manager

- Set and exceeded ambitious sales targets through strategic planning and execution.
- Developed and implemented effective sales processes to improve team performance and revenue generation.
- Prospected new clients through cold calling, referrals, and local-area networking.
- Built and maintained strong customer relationships by identifying needs and delivering tailored solutions.
- Resolved customer concerns promptly, improving satisfaction and long-term retention.
- Achieved and surpassed individual and team sales goals by cultivating new business opportunities.
- Planned and executed promotional events to boost community engagement and drive sales.
- Recruited, interviewed, and onboarded new team members, ensuring a smooth integration process.
- Conducted regular check-ins and performance evaluations to support employee growth and retention.

Bicycle Distributor

February 2021 - May 2021

HR Assistant

- Managed incoming and outgoing correspondence, organized paperwork, and maintained a well-structured office environment.
- Supported Human Resources and Recruiting teams by scheduling phone screens, coordinating on-site interviews, and ensuring a smooth candidate experience.
- Fostered positive relationships across departments by leveraging strong collaboration and interpersonal skills.
- Collaborated with the HR team to plan and coordinate company events, promoting employee engagement and team building.
- Conducted new hire orientations and guided employees through required onboarding paperwork to ensure a smooth and efficient start.

Health Care Clinic

December 2019 - 2021

Client Service Representative

- Explained financial responsibilities, payment options, and potential collection procedures to patients and responsible parties with clarity and professionalism.
- Scanned and uploaded patient registration documents into electronic health record (EHR) systems, ensuring accuracy and compliance.
- Answered and directed incoming phone calls, provided office information, and assisted patients with inquiries to support smooth front-desk operations.

Bicycle Distributor

December 2018 - December 2019

Customer Service Representative

- Responded to customer inquiries regarding products, services, and company information with professionalism and efficiency.
- Accurately calculated order totals, updated customer accounts, and maintained detailed inventory records for smooth operations.
- Demonstrated high energy and professionalism in all client and staff interactions, contributing to a positive workplace atmosphere.

EDUCATION

Community College

Associate Degree

CERTIFICATIONS

Licensed P&C, Life & Health in: IL, IN

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Licensed Insurance Producer

Reported: 50–60 policies/mo, \$40–50k premium/mo

Experience: State Farm 4.5 years (one agent)

Licensed P&C, Life & Health in: IL, IN

Will work REMOTE in CST, EST

Desires a Sales role with a State Farm or Allstate agency @ \$40–45k base, with \$65k+ earning potential

150+ outbound calls/day, 5+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, developing their own leads, sales management, & customer service. The candidate reports 12–15 new life sales per month, along with 2–5 health products.