

Direct Hire Candidate: 5629 **3-5 LIFE, 5-8 HEALTH APP/MO**

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

May 2022 - Present

Agent Team Member

- Provided personalized insurance quotes and policy recommendations based on individual customer needs and risk assessments.
- Assisted customers with billing inquiries, policy changes, claims processing, and coverage explanations.
- Built strong customer relationships through proactive communication and follow-ups to support client retention and satisfaction.
- Met and exceeded monthly sales goals for auto, home, life, and health insurance products.
- Educated clients on coverage options and benefits to ensure they understood their policies fully.
- Managed daily administrative tasks, including data entry, document processing, and appointment scheduling.
- Maintained up-to-date knowledge of State Farm products, underwriting guidelines, and compliance requirements.
- Collaborated with the agency owner and team members to develop marketing strategies and grow the client base.
- Utilized CRM systems and State Farm proprietary software to document interactions and track sales activity.
- Demonstrated professionalism and confidentiality while handling sensitive personal and financial information.

Coffee Shop

January 2015 - May 2022

General Manager

- Effectively oversee and manage team members to ensure smooth operations.
- Coordinate and maintain efficient staff schedules to meet operational needs.
- Deliver high-quality service, ensuring customer satisfaction and repeat business.
- Maintain accurate financial records and transaction documentation.
- Handle cash flow, budgeting, and daily financial operations.
- Analyze situations quickly and implement effective solutions.
- Train, mentor, and lead team members to perform at high standards.
- Develop and manage budgets to optimize profitability.
- Address and resolve guest concerns to maintain a positive experience.

CERTIFICATIONS

Licensed: P&C, Life & Health – MN, WI

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

Experience: State Farm 3.5 years

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Will work REMOTE in CST, EST, MST

Desires a Sales role with a State Farm agency @ \$50k+ base, with \$90k+ earning potential

100+ outbound calls/day, 5+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, raw new sales, sales management, & customer service. The candidate reports 3–5 new life sales per month, along with 5–8 health products.