

# Direct Hire Candidate: 5803 \*\*\*10-12 LIFE APP/MO\*\*\*

Sales Manager

## EXPERIENCE

### State Farm Insurance

June 2022 - Present

Sales Manager

- Consistently exceeded monthly sales quotas, sustaining a \$1M+ annual premium production pace.
- Managed a high-volume pipeline, processing 130+ applications per month while maintaining 100% adherence to underwriting guidelines.
- Optimized lead-to-close ratios through effective CRM utilization and a disciplined, high-touch follow-up cadence.
- Leveraged top-performing sales results to coach and develop a team of 9 agents, strengthening objection handling skills and improving close rates.

### Solar Company

January 2017 - August 2022

Solar Sales Consultant

- Thrived in a high-rejection, high-reward environment by delivering customized financial ROI projections to successfully close complex contracts.
- Built a sales territory from the ground up through door-to-door canvassing and strategic participation in community events.

*\*\* Please note: Employment dates are approximate*

## EDUCATION

### Community College

Associate Degree

## SKILLS

- Sales & Revenue Generation
- Financial Underwriting & Risk Assessment
- Consultative & Closing Sales Techniques
- Customer Communication & Relationship Management
- Lead Generation, Qualification & Pipeline Management
- Profit-Based Sales Targeting & Performance Metrics
- Objection Handling & Negotiation
- Team Mentorship & Coaching
- Direct Selling Strategies
- Financial Analysis & Industry Knowledge
- Event Planning & Community Outreach
- Insurance Policy Management & Client Aftercare

## CERTIFICATIONS

**Licensed: P&C, Life & Health – GA, TN, FL, SC**

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Sales Manager

Reported: 120–130 items/mo, \$80–100k premium/mo

Experience: State Farm – 4 years

Licensed: P&C, Life & Health – GA, TN, FL, SC

Will work REMOTE in any time zone \*\*\*ALLSTATE or INDEPENDENT ONLY\*\*\*

Desires a Sales or Management role with an Allstate or Independent agency @ \$50k base, with \$100k+ earning potential

100+ outbound dials/day, 10+ inbound calls with live leads, referral sales, pivot & cross selling, networking, bundling, & customer service. Reports 10–12 life applications per month during time with State Farm.

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