

Direct Hire Candidate: 5838 ***1 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

December 2017 - Present

Office Manager

- Demonstrated long-term commitment and career growth by advancing from Service to Sales, Operational Buckets, and ultimately Office Manager
- Consistently delivered outstanding sales performance year over year, showing continuous growth and improvement
- Built and maintained strong, meaningful relationships with team members, fostering a collaborative and supportive work environment
- Successfully completed the Agent Aspirant Program, with an approved agency business plan
- Nearly completed agency requirements, with only the SIE remaining, demonstrating readiness for next-level leadership
- Recognized for dedication to State Farm's mission, values, and culture
- Passionate about building trusted relationships with insureds and delivering exceptional service
- Driven by client impact, finding purpose and motivation in helping customers protect what matters most

*** Please note: Employment dates are approximate*

SKILLS

Professional Skills

- Sales & Revenue Growth
- Business Planning & Strategy
- Customer Service Excellence
- Applied Psychology in Sales & Client Relations
- Office & Team Management
- Sociology-Based Client Understanding
- Administrative & Operational Support

Technical Skills

- Microsoft Office Suite (Word, Excel, Outlook, PowerPoint)

EDUCATION

Public University

Bachelor Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – KS

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Reported: 30–40 items/mo, \$20–30k premium/mo

Experience: State Farm – 8 years (one agent)

Licensed: P&C, Life & Health – KS

Will work REMOTE in CST or EST ***MUST OFFER HEALTH/STIPEND***

Desires a Sales or Hybrid role with a State Farm agency @ \$40–45k base, with \$75k earning potential

30+ outbound dials/day, 30+ inbound calls, referral sales, pivot & cross selling, networking, bundling, office management, & customer service. Reports averaging 1 new life policy per month.

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