

# Direct Hire Candidate: 5873 \*\*\*10-15+ LIFE APP/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### State Farm Insurance

May 2024 - Present

Insurance Sales Representative & Risk Advisor

- Developed and maintained a strong client base through proactive outside sales efforts, strategic networking, and relationship-building initiatives.
- Conducted comprehensive needs analyses to assess client risk profiles and recommend tailored insurance solutions.
- Educated clients on policy options, coverage details, and benefits to support informed decision-making.
- Executed targeted telemarketing campaigns to generate new leads, expand market reach, and drive revenue growth.
- Negotiated policy terms and coverage options to achieve mutually beneficial agreements and high client satisfaction.
- Assisted clients with benefits administration, policy changes, and claims processing to ensure a seamless service experience.
- Maintained accurate sales documentation and client records in full compliance with HIPAA and industry regulations.
- Partnered with marketing teams to develop and implement strategies promoting insurance products and increasing brand visibility.
- Delivered ongoing customer service and account management support to strengthen client retention and long-term loyalty.

### Self Employed

May 2021 - May 2024

Financial Data Admin (Remote)

- Processed employee expense reports, ensuring accuracy, proper documentation, and timely reimbursement.
- Prepared and coordinated payroll payments for third-party vendors in compliance with contractual agreements.
- Managed accounts payable by processing purchase orders, issuing payments, and preparing customer invoices.
- Generated and analyzed monthly, quarterly, and annual financial reports to support leadership decision-making.
- Performed detailed data entry for financial reporting and inventory stock management, maintaining high levels of accuracy.
- Organized and maintained financial records and supporting documentation for tax preparation and audit review.

### Retail

May 2021 - April 2022

Cafe Manager

- Recruited, hired, trained, and developed staff members to build a high-performing and customer-focused team.
- Managed resale inventory and operational supplies, including ordering, receiving, and maintaining optimal stock levels.
- Created and maintained staff schedules to ensure appropriate coverage, labor cost control, and operational efficiency.
- Oversaw equipment maintenance programs, coordinating service schedules and work orders to minimize downtime.
- Managed financial performance, including P&L oversight, inventory control, category sales analysis, waste reduction, and gross margin optimization.
- Ensured product quality, preparation, and presentation standards consistently met company and customer expectations.
- Provided ongoing coaching, performance feedback, and professional development to improve team productivity and engagement.

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

## EDUCATION

### Community Collage

Bachelor Degree

### Vocational Career Collage

Associate Degree

## CERTIFICATIONS

Licensed: P&C, Life & Health – TX

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Licensed Insurance Producer

Reported: 70-80 policies/mo, \$50-60k premium/mo

Experience: State Farm - 1.8 years

Licensed: P&C, Life & Health - TX

Will work REMOTE in any time zone (MUST BE ABLE TO SELL SECURITIES)

Desires a Sales role with a State Farm agency @ \$40-45k+ base, with \$80k+ earning potential

70+ outbound dials/day, 10+ inbound calls/day with live leads, pivot & cross selling, referral sales, bundling, win-backs, networking, developing their own leads, & customer service. Reports averaging 10-15+ new life policies per month.

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