

Bilingual French Hire: 6047

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

April 2024 - Present

Agent Team Member

- Identified and qualified 200–250 leads per quarter through cold calls, email outreach, and ABM campaigns, converting 25–30% into opportunities and contributing to 20–25% annual sales pipeline growth.
- Managed a portfolio of 50–75 clients, closing customized insurance solutions that generated \$150K–\$200K in annual premium revenue while leveraging Salesforce and HubSpot to improve sales efficiency and expand the client base.
- Consistently exceeded monthly sales quotas by 25–35%, ranking in the top 20% of agents and driving 15–25 new policies per month through effective cross-selling and upselling strategies.
- Delivered 100+ virtual product demos and consultations annually, using tailored remote engagement strategies to reduce sales cycles by 15% and secure repeat business from key accounts.
- Built and maintained referral networks that generated 30% of new business, increased client retention to 92–95%, and supported sustained revenue growth.

Local State Farm Agency (Operated by Independently Contracted Agent)

May 2023 - July 2024

Agent Team Member (Remote)

Hospital

March 2023 - April 2024

Emergency Medical Technician (EMT)

- Provided critical care to 500+ patients annually in high-pressure environments, collaborating closely with multidisciplinary healthcare teams and helping reduce response times by 12%.
- Educated patients and stakeholders in over 90% of interactions on procedures and care plans, improving communication, strengthening trust, and enhancing overall care coordination.
- Translated patient-facing communication and education experience into improved SaaS product demonstrations, more effective client prospecting, and stronger cross-functional team collaboration.

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

EDUCATION

Public University

Master Degree

Private University

Bachelor Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – GA, FL

Bilingual French Hire: 6047

Licensed Insurance Producer

Reported: 45-50 policies/month, \$35-40k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 4 years

Licensed: P&C, Life & Health – GA, FL

Will work REMOTE in EST

Desires a Sales role with Any agency @ \$40–45k base, with \$70k earning potential

120 outbound dials/day, 60 inbound calls with live lead transfers, warm leads, current book of business, website leads & quoting.

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