

Direct Hire Candidate: 6116 ***3-5 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

April 2023 - April 2026

Agent Team Member

- Ranked among the top salespeople in the state beginning in the first full month through consistent sales performance and goal achievement.
- Collaborated with sales and service teams to drive results, strengthen client relationships, and improve customer retention.
- Leveraged inbound and outbound leads to generate new business opportunities and expand existing accounts.
- Consistently exceeded sales expectations by identifying client needs and recommending tailored solutions.
- Built long-term customer relationships through proactive follow-up and cross-functional teamwork.

Retail

August 2022 - April 2023

HR Manager

- Managed hiring, onboarding, and HR support for 150+ associates while ensuring compliance with company policies and procedures.
- Increased key performance metrics from the bottom of the region to the top 10 within the first month through strategic leadership and operational improvements.
- Restructured the leadership team to optimize team management, accountability, and operational efficiency.
- Partnered with market and regional leadership to resolve club-level concerns and improve overall business performance.
- Led employee development and communication initiatives to strengthen team engagement and productivity.

Retail

March 2019 - August 2022

Fresh Team / HR Manager

- Managed hiring, onboarding, and HR support for 150+ associates while fostering a positive and high-performing workplace culture.
- Selected as an early participant in the Culture & Diversity program, supporting inclusion initiatives and employee engagement efforts.
- Drove sales performance from negative growth to a consistent 10% increase through strategic leadership and operational improvements.
- Identified high-potential talent and provided direct mentorship to support leadership development and career growth.
- Influenced and coached leadership team members to strengthen talent development and build a sustainable leadership pipeline.
- Led personnel initiatives and implemented process improvements to enhance operational efficiency and team performance.

*** Please note: Employment dates are approximate

EDUCATION

Public University

Bachelor Degree

CERTIFICATIONS

Licensed: P&C, Life & Health – MO

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Licensed Insurance Producer

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

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 3 years

Licensed: P&C, Life & Health – MO

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$40–45k base, with \$80k+ earning potential

100+ outbound dials/day, 15+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, self lead generation, working from lead lists, win-backs, office management & customer service. Reports producing 3–5 new life policies per month.

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