

# Direct Hire Candidate: 4938

Licensed Sales Producer

## EXPERIENCE

### Allstate

*November 2023 - Present*

Licensed Sales Producer

- Created and sold customized insurance quotes, aligning products with the specific needs and goals of potential clients.
- Provided existing clients with detailed options to prevent coverage gaps while ensuring competitive pricing.
- Cultivated a welcoming environment, ensuring clients felt confident that their assets were protected and well-informed about their coverage.
- Developed a steady pipeline of sales through networking with related businesses and referrals from satisfied clients.

### Medical Equipment Company

*March 2022 - October 2023*

Finance Technician

- Accurately entered and monitored invoices for products and services using QuickBooks and Excel to ensure timely processing and tracking.
- Managed a high volume of payments from multiple channels, including customers, insurance providers, and distributors.
- Oversaw the handling of high-cost equipment by coordinating with representatives and collaborating with other departments to prevent errors in the process.
- Engaged with patients and customers to assist with payments, address billing inquiries, and resolve conflicts, ensuring compliance with HIPAA guidelines.

### Retail Store

*September 2017 - January 2022*

Manager

- Managed daily operations by completing opening, closing, and shift change procedures to maintain consistent performance standards.
- Assigned tasks to a team, ensuring alignment with their skill levels to maximize team productivity and efficiency.
- Utilized strategic and motivational coaching to enhance team performance through effective training and development techniques.
- Fostered a positive work environment by leveraging strong interpersonal skills, resolving conflicts, and maintaining a customer-friendly atmosphere.
- Oversaw and managed annual budgets, ensuring financial goals were met and resources were utilized efficiently.

## EDUCATION

### University

Bachelor's Degree

## CERTIFICATIONS

### P&C Licensed in the State of PA

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 10-20 items/\$20-30k premium/month

Will work REMOTE in EST, CST, or MST time zones \*\*MUST OFFER HEALTH or STIPEND

Desires a CSR or Hybrid role with a State Farm or Allstate Agency @ \$40-45k base, with the ability to earn \$55k+ total

80+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross bundling, and customer service.