

# Direct Hire Opportunity: 4725

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Licensed Sales Producer

## EXPERIENCE

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### Allstate Insurance

January 2023 - Present

Licensed Sales Producer

- Outbound Dialing
- Inbound Calls

### Angi, Winston-Salem, NC, US

January 2021 - June 2022

Licensed Sales Producer

- Advertising and lead management options for company clients
- Educate clients on features, advantages and benefits of available marketing packages and the associated services
- Coordinate and cooperate with sales team managers to achieve personal and team sales objectives
- Negotiate and close sales of marketing contracts
- Assist clients in completing all necessary steps to activate the selected marketing products
- Follow up with clients as necessary to ensure retention and develop long term customer loyalty
- Assist fellow sales team members to close sales and complete the sales process whenever necessary.

### Retail Mattress Sales

2013 - 2021

Sales Manager

- Created and implemented advertising and marketing plans
- Interacted with retail customers in a sales capacity to maximize sales. • Completed all documents for retail sale of inventory
- Completed all financing documents and worked with finance companies to maximize profit
- Worked in a customer relations capacity to handle any complaints or issues with products.
- Responsible for after-hours cleaning of multiple stores • Vacuuming, dusting, bathrooms, windows, lint rolling beds. Hired and trained new sales staff
- Cold calls to increase sales

### Woodforest National Bank, Winston-Salem, NC, US

January 2019 - December 2020

Assistant Manager

- Received and processed member financial transactions, including deposits, withdrawals and loan payments; sell money orders to members; transfer amounts from member accounts as directed
- Posted transactions to member accounts and maintain member records. • Balanced cash drawer and daily transactions
- Cross-sell credit services. Environmental Services

## CERTIFICATIONS

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### P&C Licensed

States of NC, VA, SC, WI, & IL

## ROLES, ACTIVITIES & REQUESTED COMPENSATION

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Reports: 60-70 items/\$70-80k premium/month

Will work REMOTE ONLY in any time zone

Desires a Hybrid/Sales role that DOES NOT rely solely on OUTBOUND dials @ \$40k+ base, \$80k earning potential

Allstate LSP 20+ outbound dials per day, 10+ inbound calls with a heavy emphasis on live lead transfers, cross selling, pivot selling, bundling, referral selling, and customer service.