

# Direct Hire Opportunity: 4717

Personal Insurance Account Manager

*With 4-5 years in insurance, I specialize in building client relationships, negotiating, and closing deals. I'm excited to join a fast-paced team and contribute to the company's success.*

## EXPERIENCE

### Allstate

*December 2020 - Present*

Personal Insurance Account Manager

- Served as the main point of contact for a diverse portfolio of clients, addressing their insurance needs and providing exceptional customer service
- Managed a small team of 3 LSP and 2 CSR to take on our daily, weekly, and monthly goals
- Successfully negotiated with insurers to secure favorable terms, resulting in cost savings of up to 20% for clients
- Collaborated with underwriters and claims handlers to ensure timely and efficient claims resolutions for clients
- Developed and maintained strong relationships with clients, resulting in a client retention of 90%

### Properties Management

*March 2017 - December 2020*

Leasing Manager

- Supervises leasing team to ensure goals are met; this includes hiring, training and performance management
- Number of units managed 462
- Process applications and request documentation in a timely manner to deliver rapid turn around and ensure compliance with Corporate Policies and HUD Regulations
- Oversee the lease renewal program; communicating and notifying residents and assisting with move-outs
- Facilitate maintenance requests by completing and tracking work orders

## SKILLS

- Professional Skills: Customer Service, Financial Underwriting, Insurance Claim Processing, Life Insurance, Accounting, Customer Retention, Cost Reduction, Regulatory Compliance, Knowledge of Leasings, Maintenance, Work Orders, Organisational Policies, Insurance Management and Aftercare, Sales, Customer Relationship Management, Negotiation Skills

## REQUESTED POSITION & COMPENSATION

**Desires a Sales or Hybrid role @ \$40k+ base, with the ability to earn \$65k+ total**

## ACTIVITIES & ROLES

Reports 15-25 items/\$20-30k premium/month

Will work REMOTE ONLY in CST, EST & MST

Splitting their time between management, training & sales, hoping to focus more on sales: 40+ outbound dials/day, inbound calls with live lead transfers, re-quotes, pivot and cross selling, bundling, win-backs, referral selling, & customer service.