

Candidate 4370

NC

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Senior Licensed Insurance Producer

Allstate Insurance

November 2021 to Present

- I have generated over \$1.6M in written premium (\$60k monthly average), 1400+ policies, and over 2000 items dating back to Nov 2021
- Generating insurance sales from leads by phone or email. Managing clients, helping them understand insurance, and guiding them in the direction for what's best for their situation. Also with my role I do help train my fellow co-workers as well.
- I'm currently licensed in NC,SC and GA.

Insurance Broker/Agent

Group Inc. - NC

July 2020 to November 2021

- Promote the insurance agency to customers who need insurance
- Network with potential customers
- Educate customers on each type of insurance coverage and make recommendations based on their needs
- Evaluate current insurance policies and recommend additional coverage when needed
- Maintain all insurance documents in a confidential way

Insurance Sales Producer

Allstate Insurance - NC

November 2019 to July 2020

- I was the top sales producer every month during my time with this Agency.
- Generating insurance sales from leads by phone or email. Managing clients, helping them understand insurance, and guiding them in the direction for what's best for their situation.

Conductor

Corp - NC

September 2016 to November 2019

Railroad conductors work aboard trains and coordinate the daily activities of train crews. A freight train conductor also oversees the loading and unloading of cargo. The job can involve working on trains that cover long, national routes, or it might involve working on trains that operate only locally or regionally.

Freight Car Repairman

Corp - NC

July 2014 to September 2016

Rail Car Repairers repair or replace defective or worn parts such as bearings, pistons, and gears, using hand tools, torque wrenches, power tools, and welding equipment. They test units for operability before and after repairs.

Education

High school or equivalent

High School - VA

September 2010 to June 2014

Skills

- Mechanic (1 year)
- Welding (1 year)
- Forklift Operator (1 year)
- Decision Making (5 years)
- Insurance Sales (5 years)
- Freight Experience
- Account Management
- Sales Management
- Salesforce
- Outside Sales
- Marketing
- Inside Sales
- Customer service (2 years)
- Administrative experience (2 years)
- Business operations (2 years)
- Upselling
- Cold Calling
- Sales
- Outbound sales
- Communication skills
- Phone etiquette
- Computer skills
- English

Certifications and Licenses

P&C License

November 2019 to Present

Insurance Producer License

Personal Lines License

November 2019 to Present

Property & Casualty License

November 2019 to Present

Driver's License

Assessments

Sales skills — Proficient

March 2021

Influencing and negotiating with customers

Full results: [Proficient](#)

Office manager — Proficient

November 2020

Scheduling and budgeting

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

Additional Information

I have over 4 years of experience in the insurance industry. I am very diligent at my job and very caring and respectful with customers/prospects. I have great leadership and decision making skills and I'm a highly professional worker. Prior to my current career I used to work on railroad for over 5 years.