

Candidate 4236

IL

Results-driven Sales professional in the Insurance industry seeking to bring value to the next company I join.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Licensed Insurance Agent

Allstate Insurance Agency Sales Producer - CA

February 2021 to Present

- Increased company profits by over 65% by exceeding individual daily sales goals and cross-selling existing portfolio clients on new products for a \$10+Million agency. My sales contributions led to my being named "TOP SALES AGENT" for the year of 2021 and 2022.
- Self-generated leads by creating a network with other business professionals in my area. I collaborated on many projects with other key industry partners, such as real estate agents, to bring new business to my agency. During the summer of 2022, I was the preferred agent for new housing development in my area - this yielded a record-breaking amount of policies for our agency. Additionally, I worked alongside the CEO to identify target audiences and devise campaigns to match target demographics and optimize results.
- Introduced the idea of using Salesforce as our CRM and later worked with key stakeholders to implement and train our agents on the system. This introduction increased our sales by 25% during the first month; by adapting the agency to an organized client management system, we spent more time nurturing client relationships and increasing sales.
- Developed a comprehensive training and onboarding program for new sales associates.

Delivery Associate

Logistics - CA

October 2020 to January 2021

Delivery driver associate. I was responsible for the completion and the safety of packages. Providing excellent customer service meeting customers expectations.

Relationship Sales Manager

Sport - IL

July 2017 to January 2020

- Built and maintained a trusted sales relationship with decision-makers at small to large local and international businesses.
- Monitored and updated Customer Relation Management (CRM) systems and tools and ensured accurate customer journey. Forecasts, pitches, prices, and delivers products and services related to sales deals.
- Built and facilitated sales pipelines for net new and repeat revenue from beginning to end.

- Collaborates with corporate, Outbound Sales, and SMB/EDU Sales Representatives to establish new connections through lead generation and level rages existing business and education contacts to engage in events hosted virtually and offsite.

Skills

- Account management
- Insurance sales
- CRM software
- Salesforce
- Cold calling
- B2B sales
- Sales
- Sales management
- Communication skills
- Sales
- Insurance sales
- Cold calling
- Outbound sales
- B2B sales
- Upselling
- CRM software

Certifications and Licenses

Property and Casualty License

Present

Life Insurance

Insurance Producer License

Driver's License