

Direct Hire Candidate: 4939

Licensed Sales Agent

EXPERIENCE

Allstate

April 2020 - September 2020

Licensed Sales Agent

- Build customized insurance policies and packages
- Identified home markets at risk for brushfire exposure.
- Issued personal umbrella policies (PUPs) for clients requiring additional liability coverage beyond a standard policy.
- Cross-sold life insurance, retirement, and other products to existing clients.

Allstate

April 2019 - April 2020

Licensed Sales Agent

- Maintain regular contact with existing clients to discuss renewals or add-ons
- Identified and reached out to new business prospects.
- Collaborated with multiple companies within competitive home markets.
- Cross-sold life insurance and retirement products to existing clients.
- Stay up to date with market trends and best practices of the insurance industry

Insurance Company

2013-2016

Licensed Sales Agent

- High rate of lead conversation.
- Managed all customer underwriting, handling an average of 20 leads per day by phone, ensuring accurate quoting and issuing based on exposure and loss data.
- Gained expertise in Personal Umbrella, Toys, Home, Auto, and Commercial coverage options.
- Followed up with clients to ensure adequate coverage, identifying opportunities for cross-selling and upselling additional products.

CERTIFICATIONS

P&C Licensed in States of NY, MI, GA, MD, DC, NJ, VA; Life & Health Licensed in State of NY

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 20-30 items/\$30-40k premium/month

Will work REMOTE in any time zone

Desires a Sales role with an Allstate Agency @ \$40-45k base, with the ability to earn \$80k+ total

150+ outbound calls/day, 10+ inbound calls with live leads, pivot and cross selling, lead generation, referral sales, selling raw new leads & customer service.

SKILLS

- Professional Skills: Insurance Management and Aftercare, Sales, Financial Underwriting, Upselling Skills, Business Development, Risk Analysis IT Skills: Software Applications