

# Direct Hire Candidate: 4928

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Licensed Sales Producer

## EXPERIENCE

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### Allstate

August 2023 - Present

Licensed Sales Producer

- Conducted calls, presentations, and sales of Allstate Insurance products and services, identifying client needs and recommending suitable coverage.
- Developed leads, scheduled appointments, and effectively marketed appropriate products and services to prospective clients.
- Established strong client relationships and maintained regular follow-up to ensure customer satisfaction and retention.
- Utilized a customer-focused, needs-based review process to educate clients on various insurance options and help them make informed decisions.
- Maintained a strong work ethic, consistently striving for success and achieving daily sales goals.
- Demonstrated exceptional marketing skills, utilizing innovative strategies to drive brand growth and strengthen the agency's digital presence.

### Software Company

October 2022 - February 2023

IT Support Analyst

- Conducted regular meetings with sales personnel to investigate and resolve complex issues, providing accurate and timely responses to external customers.
- Accurately processed and set up new or updated clients in appropriate systems, ensuring data integrity and efficient operations.
- Handled business-critical IT tasks and system improvements, enhancing business processes and employee productivity.

### Allstate

August 2022 to September 2022

Licensed Sales Producer

- Called, presented, and sold products and services to potential clients, consistently meeting sales targets.
- Developed leads through networking, cold calling, and referrals, and scheduled appointments to identify and address customer needs with appropriate products and services.
- Established long-term relationships with clients, ensuring regular follow-up and providing continued support to meet their insurance needs.
- Utilized a customer-focused, needs-based review process to educate clients on various insurance options.
- Consistently meeting and exceeding goals and targets.

## EDUCATION

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### College

Bachelor's Degree

## CERTIFICATIONS

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### P&C Licensed in the States of GA, PA

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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Reported: 40-50 items/\$40-50k premium/month

Will work REMOTE in any time zone

Desires a Sales role with an Allstate Agency @ \$42k+ base, with the ability to earn \$80k total

100+ outbound dials/day, 20+ inbound calls with live lead transfers, referral sales, pivot and cross selling, bundling, telemarketing, team collaboration, and customer service.