

# Direct Hire Candidate: 4892

Licensed Sales Representative

## EXPERIENCE

### Allstate

June 2022 - Current

Licensed Sales Representative

- Generated sales leads for insurance products.
- Built and maintained strong customer relationships, ensuring satisfaction and retention.
- Managed customer accounts, ensuring accurate and up-to-date information.
- Multi-lined customer accounts by cross-selling additional insurance policies to meet diverse needs.
- Handled after-hours customer requests, including new business inquiries, shopping alerts, and policy changes.

### Allstate

November 2020 - 2022 (Agency Sold)

Licensed Sales Representative

- Created sales opportunities primarily for insurance products.
- Developed and nurtured lasting customer relationships to enhance retention and satisfaction.
- Oversaw customer accounts, ensuring all information was accurate and up to date.
- Handled customer claims and inquiries, offering effective solutions and assistance.
- Cross-sold additional insurance policies to customers, addressing their various coverage needs.
- Responded to after-hours customer requests, including handling new business inquiries, monitoring shopping alerts, and processing policy changes.

### State Farm

December 2016 - November 2020

Licensed Team Member

- Generated sales leads for insurance products to increase business growth.
- Built and maintained strong relationships with customers to ensure loyalty and retention.
- Managed customer accounts, ensuring accurate data and timely updates.
- Addressed customer claims and inquiries, providing effective solutions and support.
- Cross-sold and multi-lined customer accounts by offering additional insurance policies based on needs.
- Handled after-hours customer requests, including new business inquiries, shopping alerts, and policy changes.
- Performed daily service activities for the office, supporting overall efficiency.

## EDUCATION

### College

Associate's Degree

## CERTIFICATIONS

**P&C, Life & Health in States of VA, NY**

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in EST or CST time zones

Desires a Sales role with an Allstate Agency @ \$40-45k+ base, with the ability to earn \$70k total

8+ years of experience seeks a remote role. 150+ outbound dials/day, 20+ inbound calls, referral sales, pivot and cross selling, bundling, retention, and customer service.

## SKILLS

- Professional Skills: Insurance Management and Aftercare, Sales, Business Development, Customer Relationship Management, Insurance Claim Processing, Customer Service, Customer Satisfaction, Deposit Accounts, Scheduling, Insurance Sales, Cash Management