

Direct Hire Candidate: 4889

Licensed Insurance Advisor

EXPERIENCE

Insurance Company

October 2023 - Present

Licensed Insurance Advisor

- Generated sales through incoming emails, phone calls, cold calling, and in-office visits to expand client base.
- Consistently met or exceeded sale goals, focusing on both General and Commercial lines of insurance.
- Educated prospects and existing clients on the current state of the insurance market and industry trends.
- Researched new carriers' offerings and reached out to clients who may be a good fit for their coverage options.
- Operated and serviced a book of business, ensuring client satisfaction and long-term retention.

Allstate

March 2021 - October 2023

Licensed Sales Agent

- Generate monthly sales by leveraging spheres of influence.
- Guide clients through the process of purchasing home, auto, and personal liability insurance by clearly explaining coverage options and their benefits.
- Support mortgage brokers and realtors by providing timely insurance quotes and binders to facilitate smooth home closings.
- Collaborate with car dealerships to help customers find the right car insurance and ensure proper protection for their vehicles.
- Travel to mortgage lending offices and realtor agencies to educate them on the evolving homeowners insurance market.
- Provide consultative assistance to businesses, helping secure commercial auto, property, and general liability insurance, while offering strategies to save on costs and improve employee retention through benefits programs.

Health Care Facility

January 2012 - Present

Administrative Assistant

- Managed general office duties to ensure smooth daily operations.
- Handled payroll processing, ensuring timely and accurate employee compensation.
- Answered phone calls and efficiently directed them to the appropriate department or location.

EDUCATION

High school

Diploma

CERTIFICATIONS

P&C Licensed in State of FL

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 40-50 items/\$50-60k premium/month

Will work REMOTE in EST, CST, or MST time zones

Desires a Sales role with an Allstate Agency @ \$45-50k base, with the ability to earn \$75k total

Seeking a remote opportunity. 100+ outbound dials/day, 15+ inbound calls with live lead transfers, referral sales, pivot and cross selling, bundling, networking, lead generation, and customer service.

* Must offer Health or Stipend. No FL agents due to sales restrictions.

SKILLS

- Professional Skills: Sales, Cold Calling Sales, Property Insurance, Consulting, Knowledge of Finance, Customer Service, Financial Underwriting, Insurance Management and Aftercare, Insurance Sales, Mentoring, Negotiation Skills, Budgeting Skills, Business Consulting, IT Skills: Adobe, Microsoft Office, Automated Data Processing (ADP)