

# Direct Hire Candidate: 4889

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Licensed Insurance Advisor

## EXPERIENCE

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### 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

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### High school

Diploma

## CERTIFICATIONS

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### P&C Licensed in State of FL

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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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

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- 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)