

# Direct Hire Candidate: 4886

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Licensed Marketing Sales Associate Insurance Agent

## EXPERIENCE

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### Allstate

April 2024 - Present

Licensed Marketing Sales Associate Insurance Agent

- Work remotely as a private insurance agent for Allstate, focusing on local marketing initiatives.
- Build and maintain relationships with clients to ensure high levels of satisfaction and retention.
- Manage a portfolio of accounts, implementing effective customer retention strategies.
- Make presentations to clients, explaining policies, products, and coverage options.
- Respond to client inquiries and resolve complaints in a timely and professional manner.
- Develop and execute strategic plans to enhance client satisfaction and business growth.
- Handle customer billing, ensuring accuracy and timely processing of payments.
- Drive sales through proactive customer engagement and effective sales strategies.
- Coordinate and execute local marketing campaigns and social media marketing efforts to increase brand visibility.
- Plan and execute marketing events to promote Allstate services and products in the local community.
- Manage branding and negotiate contracts to support the growth and development of the business.

### State Farm

October 2022 - April 2024

Licensed Account Manager

- Build and maintain strong relationships with clients to foster long-term business success.
- Manage and grow account portfolios, ensuring customer satisfaction and retention.
- Develop and implement effective customer retention strategies to increase client loyalty.
- Lead strategic planning and execution to meet business objectives and enhance performance.
- Drive sales by identifying opportunities, delivering tailored solutions, and closing new business.
- Negotiate contracts to ensure favorable terms for both clients and the company.

## EDUCATION

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### High School

Diploma

## CERTIFICATIONS

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Licensed insurance agent and notary in Tennessee

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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Reported: 10-20 items/\$15-25k premium/month (Allstate M),  
Will work REMOTE in CST or EST time zones

Desires a Sales role with a State Farm or Allstate Agency @ \$40k+ base, with the ability to earn \$65k+ total

2.5+ years of experience seeks a remote position with a State Farm or Allstate agency. 80+ outbound dials/day, 15+ inbound calls with live lead transfers, social media marketing, referral sales, pivot and cross selling, event marketing, bundling, and customer service. The candidate reports selling 1-2 life/health policies per month during their time at State Farm.

## SKILLS

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- Professional Skills: Customer Relationship Management, Customer Retention, Sales, Negotiation of Contracts, Strategic Management, Portfolio Management, Employee Retention, Presentations, Brand Management, Marketing, Social Marketing, Target Market Selection, Billing Processes, Customer Account Management, Maintenance, Business Administration, IT Skills: Salesforce.Com, Microsoft Office