

Direct Hire Candidate: 4875

Licensed Sales Producer

EXPERIENCE

Allstate

December 2023 to January 2024 (Agency Closed)

Licensed Sales Producer - Remote

- Sold personal line insurance policies through generated leads and referrals.
- Responded promptly to client inquiries, offering expert advice on policy coverage, premiums, and claims procedures.
- Provide customers with ongoing support, addressing concerns, and ensuring complete satisfaction with their insurance coverage.
- Maintain accurate records of customer interactions and policy updates.

Allstate

February 2022 to November 2023

Licensed Sales Producer - Remote

- Sold personal lines insurance through leads, call-ins, and mailers to drive new business.
- Demonstrated excellent communication skills to build rapport with potential clients.
- Effectively presented insurance options and guided clients through coverage details.
- Leveraged strong sales skills to convert leads into policies, meeting and exceeding sales targets.
- Followed up with clients regularly to ensure satisfaction and identify upsell opportunities.
- Maintained detailed records of client interactions and sales efforts for ongoing relationship management.
- Adapted communication style to suit individual client needs and preferences for optimal engagement.

Farmers

January 2021 - January 2022

Licensed CSR - Remote

- Provided exceptional customer service by servicing insurance policies and addressing customer inquiries.
- Up-sold additional products and services, identifying client needs and recommending appropriate coverage options.
- Managed policy renewals and amendments, ensuring customers had the right coverage to meet their evolving needs.
- Built and maintained strong customer relationships, resulting in increased client retention and satisfaction.
- Assisted clients with making policy adjustments and ensuring comprehensive coverage across multiple lines of insurance.

EDUCATION

University

Associate's Degree

SKILLS

- Professional Skills: Sales, Customer Service, Team Management, Insurance Management and Aftercare, closing techniques, cross-selling, upselling, product knowledge, relationship building, objection handling, negotiation, account management, referral generation, lead nurturing, customer needs assessment, policy review, risk assessment, client education, lead tracking, policy customization, compliance, sales goal achievement, quota management, active listening, customer service, conflict resolution, persuasive speaking, rapport building, empathy, written communication, verbal communication, follow-up, adaptability, interpersonal skills, clarity, customer-focused dialogue, assertiveness, professionalism, trust-building, problem-solving, explaining complex information, team collaboration, attention to detail, feedback handling, proactive communication

CERTIFICATIONS

P&C Licensed in States of OH, MI, FL, PA, TN, CO