

Direct Hire Candidate: 4874

Licensed Insurance Agent

EXPERIENCE

Allstate

September 2021 to January 2024

Licensed Insurance Agent

- Tenured sales professional with extensive experience in the sales process, client retention, and lead management.
- Committed to excellence and ethics, focusing on serving clients with knowledgeable expertise and fostering strong, long-term relationships.
- Specialize in selling home, auto, and umbrella insurance, while providing comprehensive advice to clients on their existing policies.
- Manage and advise current client base, ensuring policies are aligned with their evolving needs and offering personalized coverage options.

Insurance Company

December 2021 - August 2023

Licensed Insurance Agent

- Sell home, auto, life and umbrella insurance, along with extended product options.
- Provide expert advice to clients, ensuring they select the best coverage for their needs and lifestyle.
- Actively engage in customer service, assisting with policy inquiries, changes, and claims to ensure satisfaction.
- Manage and nurture relationships with existing clients, fostering trust and loyalty through consistent communication and personalized service.
- Assist in the development of client relationships by identifying opportunities for upselling and cross-selling additional products.
- Maintain thorough knowledge of all products to effectively educate clients on their benefits and coverage options.

Insurance Company

August 2020 - November 2021

Licensed Insurance Agent

- Successfully managed the insurance sales process.
- Developed strong client relationships through communication, addressing customer inquiries, and providing excellent customer service.

EDUCATION

University

Master's Degree

SKILLS

- Professional Skills: Sales, Consulting, Umbrella Insurance, Customer Service, Business Relationship Management, Knowledge of Direct Selling, Mentoring, Region Management, Interviewing, Auditing Skills, Team Management, Corrective and Preventive Action, Stock Control, Electronics, Cold Calling Sales, Data Entry Skills, Medical Terminology, Business Development, Business Marketing, Business to Business Commerce, Customer Account Management, Customer Relationship Management, Generation of Leads, Sales Management, Sales Territory Development, Time Management, Training Activities, Negotiation Skills, Upselling Skills, Insurance Sales, Project Management, Safety Principles, Business Analysis, Customer Support, Business Process Improvement, Manufacturing, Quality Management, Business Partnerships, Marketing, Social Marketing, Research and Development, Knowledge of Purchasing Processes, Strategies of Pricing, Event Management IT Skills: Salesforce.Com, Microsoft Office, Data Analysis

CERTIFICATIONS

P&C Licensed in State of TX, AR