

Direct Hire Opportunity: 4856

Licensed Real Estate Salesperson

EXPERIENCE

State Farm

June 2021 - August 2024

Licensed Team Member

- Addressed inquiries related to insurance availability, eligibility, coverage details, policy changes, transfers, claim submissions, and billing clarification.
- Implemented a customer-focused, needs-based review process to effectively educate clients about their insurance options.
- Developed leads through proactive outreach and scheduled appointments to assess customer needs.
- Identified specific customer requirements to market and recommend appropriate insurance products and services.
- Fostered strong relationships with clients by providing tailored solutions and exceptional service.
- Continuously updated knowledge of insurance products to better assist customers and improve sales strategies.

Allstate

November 2020 to March 2021

Licensed Sales Producer

- Generated leads through both inbound and outbound sources, including effective cold calling strategies.
- Delivered exceptional service to clients by addressing their needs and ensuring high levels of satisfaction.
- Maintained accurate records of customer interactions and transactions to support follow-up and service quality.

State Farm

June 2020 - August 2020

Licensed Team Member

- Sustained a high volume of activity through phone calls, texts, and emails to engage clients effectively.
- Identified new business opportunities through proactive outreach via telephone, referral generation, and various provided lead sources.
- Recognized and pursued cross-sell opportunities to enhance client coverage and increase sales.

State Farm

March 2019 to March 2020

Licensed Team Member

- Responded to inquiries related to insurance availability, eligibility, coverage details, policy changes, transfers, claim submissions, and billing clarification.
- Employed a customer-focused, needs-based review process to effectively educate clients about their insurance options.
- Generated leads through proactive outreach and established connections with potential clients.
- Scheduled appointments to assess customer needs and recommend suitable insurance products and services.

EDUCATION

University

Bachelor's Degree

SKILLS

- Professional Skills: Sales, Real Estate, Negotiation Skills, Market Trends, Strategies of Pricing, Customer Demand Planning, Billing Processes, Calendar Management, Customer Account Management, Business Development, Cold Calling Sales, Evictions, Knowledge of Leasings, Insurance Sales, Accounts Receivable, Customer Relationship Management, Generation of Leads, Mentoring, Scheduling, Administrative Operations, Customer Service, Telephone Skills, Marketing, Forecasting Skills, Business Administration, Carrying out Assessments IT Skills: Salesforce.Com, Microsoft Office

CERTIFICATIONS

P&C, Life & Health Licensed in State of NC