

Direct Hire Candidate: 4847

Licensed Remote Sales Representative

EXPERIENCE

Allstate

February 2022 - January 2024

Licensed Remote Sales Representative

- Specialized in selling auto and home insurance, focusing on generating new business through self-sourced leads.
- Utilized a proactive approach to client acquisition, attending networking events and cold calling potential customers to achieve monthly sales goals.
- Close 20+ policies each month by effectively bundling insurance products to enhance client value.
- Developed skills in lead generation, client relationship management, and sales strategy execution in a remote work environment.

Farmers Insurance

November 2017 - October 2020

Licensed Account Manager

- Assist customers with their life, home, and auto insurance accounts by taking payments and completing policy changes.
- Explain policy coverages in detail to clients and cross-sell for new business opportunities.
- Support the owner with errands, including making deposits and running office supply errands.
- Ensure that monthly new business quotas are met, averaging 30-40 closed policies each month.
- Continuously implement new marketing strategies to attract and procure additional business.

Allstate

August 2015 - November 2017

Licensed Sales Representative

- Quote home, auto, commercial, and life insurance products.
- Assist customers with payments, endorsements, and any other policy-related inquiries.
- Follow up on customer endorsements and pro-rated premiums to ensure clarity.
- Complete all renewal calls within the week they are issued to inform customers about any increases in their policies.
- Offer available discounts to customers while emphasizing the importance of coverages and limits.

Allstate

February 2011 - August 2015

Licensed Sales Representative

- Conducted follow-ups with customers every six months for policy renewal reviews and to identify potential new business leads.
- Assisted customers with payments for their policies and counted and sorted money prior to making deposits.
- Scanned signed compliance documents and submitted them to the corporate office in a timely manner.
- Processed and tracked endorsements on customer policies for accuracy and efficiency.
- Promoted to a sales representative after six months, responsible for selling auto, home, and life insurance.

SKILLS

- Professional Skills: Sales, Business Development, Negotiation Skills, Real Estate, Marketing, Sales Presentations, Contract Management, Interviewing, Advertising Campaigns, Knowledge of Advertising, Mortgage Loans, Strategies of Pricing, Research Skills, Customer Relationship Management, Cold Calling Sales, Customer Value Proposition, Generation of Leads, Sales Strategy, Deposit Accounts, Property Insurance, Customer Service, Strategy Execution, Administrative Operations, Strategies of Marketing, Insurance Management and Aftercare, Accounting, Vehicle Insurance, Business to Business Commerce, Customer Account Management, Time Management, Business Planning, Mentoring, Sales Management, Scheduling, Market Research, Financial Underwriting, Office Management, Telephone Skills, Typing Skills, Data Entry Skills, Recruitment, Carrying out Assessments, Calculations IT Skills: Microsoft Excel, Salesforce.Com, Microsoft Office, Microsoft Word, Spreadsheets, Data Integrity

CERTIFICATIONS

P&C Licensed in State of TX