

Direct Hire Candidate: 4844

Licensed Insurance Agent

EXPERIENCE

Allstate

January 2023 - Present

Licensed Insurance Agent

- Develop effective marketing strategies to promote diverse insurance contracts and suggest enhancements to existing policies.
- Build strong relationships to create a diverse client base through networking, cold calling, and referrals.
- Evaluate the insurance needs and financial situations of businesses and individuals, providing tailored protection plans.
- Deliver regular progress reports on monthly and quarterly initiatives to stakeholders.
- Efficiently manage bookkeeping systems, databases, and records to ensure accuracy and organization.
- Consistently meet customer acquisition and revenue growth targets.
- Actively expand knowledge and stay updated on new products and services in the insurance industry.
- Ensure strict compliance with all policy requirements to uphold high standards.

Communications Provider

September 2017 - January 2023

Manager

- Demonstrating excellence in delivering exceptional customer service.
- Effectively addressing escalations to resolve issues promptly.
- Consistently meeting ambitious quarterly, monthly, weekly, and daily sales targets.
- Organizing employee schedules for team members.
- Supervising store operations to ensure efficiency.
- Conducting thorough weekly and monthly inventory counts.
- Offering daily coaching to employees to enhance their sales capabilities.
- Overseeing staffing processes, including recruitment and terminations.

EDUCATION

College

GED

SKILLS

- Professional Skills: Insurance Management and Aftercare, Sales, Cold Calling Sales, Revenue Growth, Acquisition of Customers, Accounting, Knowledge of Finance, Strategies of Marketing, Progress Reports, Customer Service, Stock Control, Cash Register Operation, Profit-Based Sales Targets, Retail Commerce, Mentoring, Scheduling, Maintenance, Retail Management, Business Relationship Management, Insurance Sales, Knowledge of Labour Laws, Social Marketing IT Skills: Databases, Microsoft PowerPoint, Microsoft Office, Microsoft Outlook, Microsoft Word, Microsoft Excel, Microsoft SharePoint, Power BI, Google Docs

CERTIFICATIONS

P&C Licensed in States of GA, MI

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 20-30 items/\$20-30k premium/month

Will work REMOTE in EST or CST time zones

Desires a Sales role with an Allstate or State Farm Agency @ \$37-40k base, with the ability to earn \$70k+ total

120+ outbound calls/day, inbound calls with live leads, pivot and cross selling, developing own leads, referral sales, and customer service