

CANDIDATE 3888

Work Experience:

Allstate Insurance, Michigan
June 2017 - Present

Licensed Sales Producer: 2017

- Successfully maintained a minimum of 80% retention of all new business, ensuring long-term client satisfaction and loyalty.
- Demonstrated exceptional performance, achieving a minimum of 4% yearly growth in all new business production.
- Ensured all personal clients remained well-maintained and compliant with all relevant documentation and regulations.
- Consistently secured top producer positions within corporate competitions, highlighting a commitment to excellence.
- Led the office in sales for three consecutive years, showcasing effective leadership and sales acumen.

Sales Manager: 2019

- Recruited and trained new staff (remote), assembling a high-performing team of professionals.
- Maintained a remarkable 15-20% monthly growth with all new hires, consistently exceeding quotas.
- Ensured all new business adhered to state regulations and maintained the office's reputation for excellence.
- Skillfully managed and reported on daily call, quote, and new business volume, optimizing team productivity.
- Collaborated closely with underperforming staff, providing support and guidance to help them achieve their goals.
- Conducted proactive monitoring of sales team communications, offering constructive feedback to maintain a positive work environment.

- Regularly monitored quarterly and yearly figures to ensure alignment with goals and bonuses.
- Made tough decisions when necessary, terminating staff that were unable to meet new hire standards.

Server/Bartender MI
January 2017 to March 2020

Server/Bartender MI
January 2017 to March 2020

Dental Assistant MI
May 2018 to July 2018

Sales Representative/Office Manager AAA - MI
January 2018 to May 2018

Here I was in charge of running the whole office at least one day out of the week. Most weeks it was 2-3days I would run it myself. Here I made appointments, contacted leads, and closed with clients all while handling all other small office responsibility.

Sales Representative AllState insurance - MI
April 2017 to January 2018

I was in charge of bringing in new clients through inbound and outbound calls. when I first started working here the call average was 400 a day, after a few weeks I was able to make 800 calls a day. A few months later on I obtained my property and casualty license. I was also in charge of running our front desk for about a year. Here I also started with what I know have really 4 years of experience in, that being Microsoft office and office administration.

Cook/Cashier Taco Bell
March 2016 to September 2016

Stocker

January 2015 to April 2015

License's:

-Property and Casualty (MI)