

# Direct Hire Candidate: 4935

Licensed Insurance Agent

## EXPERIENCE

### Marketing Company

*April 2023 - Present*

Licensed Insurance Agent

- Manage sales leads in designated areas.
- Travel to these areas to meet with customers and offer various insurance products, including final expense policies, mortgage protection policies, and Medicare Supplements and Medicare Advantage plans.
- Build strong customer relationships while educating them on their insurance options and securing new business.

### Allstate

*September 2020 - April 2023*

Licensed Inside Sales Representative

- Made calls to solicit business from both new and existing customers as an Inside Sales Representative.
- Provided service on existing policies, addressing any updates or changes required for customers.
- Maintained strong relationships with clients, ensuring customer satisfaction and continued business.

### Insurance Company

*December 2017 - December 2019*

- Managed a book of business serving as both the agent and agency owner.
- Oversaw all daily operations of the agency, ensuring smooth workflow and client satisfaction.
- Maintained and serviced existing business while actively soliciting new business opportunities.
- Led a team to assist with servicing and writing new business policies.

### Auto Sales

*February 2017 - December 2017*

Consultant

- Sold and leased automobiles to prospective clients, providing a tailored experience based on their needs.
- Built strong rapport with customers, ensuring a personalized and positive buying experience.
- Assisted customers with test drives, showcasing vehicle features and benefits.
- Closed sales by effectively addressing customer needs, ensuring satisfaction, and finalizing transactions.

## EDUCATION

### College

Associate's Degree

## CERTIFICATIONS

### P&C, Life & Health Licensed in the State of MS

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in any time zone

Desires a Hybrid role with a Allstate Agency @ \$40-45k base, with the ability to earn \$60k+ total

50+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, & customer service

## SKILLS

- Professional Skills: Sales, Medicare, Mortgage Loans, Insurance Management and Aftercare, Team Management, Business Development, Customer Service, Business Administration, Marketing IT Skills: Microsoft Office