

Direct Hire Candidate: 4952

Licensed Insurance Sales Agent

EXPERIENCE

Allstate

July 2022 - Present

Licensed Insurance Sales Agent

- Called past customers to win back business and re-engage them.
- Took live lead calls, providing accurate quotes tailored to client needs.
- Sent quotes to potential customers to secure new business.
- Consistently met and exceeded personal and agency sales goals each month.
- Delivered customized policy coverages based on clients' unique needs.
- Collaborated with the team to achieve agency sales objectives.
- Entered sales data to track progress toward monthly goals.
- Collected detailed customer data to provide accurate quotes and ensure a smooth sales process.
- Successfully closed new business sales for auto and home insurance products.

Insurance Company

January 2022 - July 2022

Licensed Insurance Agent/Customer Service Representative

- Educated customers on their current coverages and suggested additional coverages when necessary.
- Provided ongoing service for home and auto policies, ensuring customer satisfaction.
- Made policy changes and issued documentation to members as requested.
- Verified insurance details with third parties to ensure accurate and up-to-date information.

Government Office

September 2021 - December 2021

Security Officer

- Identified and challenged potentially unauthorized individuals for screening and detention to prevent access to restricted areas.
- Provided directions, explained rules and regulations, and responded to public inquiries.
- Authenticated identification & engaged in casual conversations with individuals to assess and analyze behaviors.
- Followed strict screening techniques and procedures during human screenings.
- Participated in daily briefings with supervisors to address security screening process issues.
- Repeatedly trained on active shooter response strategies to prepare for potential security breaches.
- Maintained focus and awareness to identify potential threats, including life-threatening objects or weapons of mass destruction.

EDUCATION

High School

Diploma

CERTIFICATIONS

P&C Licensed in the States of FL, IN, WI

Licensed Insurance Sales Agent

ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in EST, CST, or MST

Desires a Sales role with an Allstate Agency @ \$43,600 base, with the ability to earn \$60k+ total

50+ outbound calls/day, 10+ inbound calls with live leads, pivot and cross selling, lead generation, referral sales, selling raw new leads, and customer service.