

Direct Hire Candidate: 4966

Licensed Sales Producer

EXPERIENCE

Allstate

September 2024 - Present

Licensed Sales Producer

- Called prospects from a company-provided list, including both paid leads and cold leads, to offer insurance quotes and generate new business.
- Reached out to current customers for cross-selling opportunities, aiming to insure all of their assets with Allstate.
- Built rapport with prospective customers by actively listening to their needs and discussing insurance options tailored to their unique situations.
- Provided detailed quotes for prospective customers, reviewing their assets (vehicles, homes) and explaining the various coverages available.
- Offered professional, personalized recommendations to clients based on their individual insurance needs and circumstances.
- Reviewed customers' current insurance policies, identifying any gaps in coverage and offering suitable solutions.
- Successfully closed sales by binding policies and processing initial payments for new clients.

Allstate

June 2023 - July 2024

Licensed Sales Producer

- Called prospects from a company-provided list using an automated dialer, focusing on leads who had previously inquired about insurance quotes online.
- Built rapport with prospective customers, discussing their insurance needs and guiding them through the quote process.
- Conducted thorough quotes, reviewing details on assets such as vehicles and homes, and explaining coverages to help clients understand their options.
- Offered professional, personalized recommendations on coverage options tailored to clients' individual needs.
- Reviewed customers' current insurance policies, identifying any coverage gaps and offering solutions to fill those gaps.
- When needed, quoted policies through brokered companies for customers who did not qualify for Allstate coverage.
- Successfully closed sales by binding policies and processing initial payments for customers.
- Collected and uploaded necessary documentation, including electronically signed applications.
- Followed up with customers to ensure they had the correct coverage and all required documents, providing any necessary clarification or assistance.

Allstate

April 2023 - June 2023

Licensed Sales Producer

- Made cold calls to prospects using a call list provided by the agency, offering insurance quotes for Allstate home and auto coverage.
- Gathered necessary information from interested prospects to provide accurate and tailored insurance quotes.
- Explained coverage details to customers, answering questions and offering suggestions on recommended coverage options.
- Bound policies for customers who decided to purchase, ensuring a smooth process and sending all necessary information to the office manager for upload.

EDUCATION

College

Associate's Degree

CERTIFICATIONS

P&C Licensed in the States of NC, SC & GA