

Direct Hire Candidate: 4980

Licensed Agency Manager

EXPERIENCE

Insurance Company

December 2023 - Present

Licensed Agency Manager

- Responded to and managed insurance inquiries from clients, ensuring timely and accurate information.
- Addressed client concerns and questions, offering solutions and guidance based on their needs.
- Maintained detailed records of client interactions, ensuring follow-up and timely resolution of issues.
- Addressing service issues and ensuring efficient resolution.
- Document customer requests and finalize necessary policy adjustments to ensure accuracy.
- Assist insurance agents and sales representatives in handling customer complaints, providing effective solutions.
- Explain various insurance policies and products to potential and existing clients, guiding them toward the most appropriate coverage.
- Demonstrate excellent written and verbal communication skills.
- Built rapport with clients by actively listening and addressing their specific needs and concerns.

Allstate

July 2020 - November 2023

Licensed Sales Producer

- Built and nurtured long-term relationships with clients, establishing a steady stream of business.
- Compiled and targeted prospect lists, using deep product knowledge to effectively sell insurance products and services.
- Conducted thorough cost-benefit analyses to evaluate the needs of both existing and potential customers.
- Fostered positive relationships with clients, driving continued sales and ensuring high retention rates.
- Explained a wide range of insurance products to new and existing clients, enabling informed decision-making regarding their coverage options.
- Issued accurate quotes, maintained detailed client records, and promptly addressed client inquiries concerning insurance plans.
- Used strong written and verbal communication skills to clearly explain complex insurance details and ensure client understanding.

EDUCATION

High School

Diploma

CERTIFICATIONS

P&C, Life Licensed in the State of UT

ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in MST, CST, EST, or local to 84102 (Salt Lake City)

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

100+ outbound calls/day, 10+ inbound calls, pivot and cross selling, lead generation, referral sales, and customer service.