

# Direct Hire Candidate: 4987

Licensed Insurance Agent

## EXPERIENCE

### Allstate

October 2022 – May 2024

Licensed Insurance Agent

- Effectively managed and grew a successful book of business, which was acquired by a new owner at the start of my employment.
- Ensured employee compliance with company guidelines and procedures, conducting regular policy reviews and cross-selling to monoline clients to reduce premiums and enhance coverage.
- Trained new employees on business operations, marketing tools, and effective sales techniques to help them achieve top production levels.
- Consistently ranked as the top producer for sales and service, meeting and exceeding monthly targets.

### Insurance Company

April 2022 – October 2022

Licensed Insurance Agent

- Proficient in using software programs streamline processes and improve efficiency.
- Conducted thorough data research and analysis to identify customer needs, enabling more targeted and effective solutions.
- Maintained and updated Customer Relationship Management (CRM) systems to ensure accurate client information and facilitate follow-ups, enhancing customer loyalty.
- Consistently exceeded sales goals.

### Allstate

February 2018 – April 2022

Licensed Insurance Agent

- Utilized available software tools to effectively manage and grow a successful book of business.
- Ensured employee compliance with company guidelines and procedures, while conducting policy reviews to maintain up-to-date records.
- Promoted to Employee Development Manager, where I led web-based training sessions and developed a motivated, high-performing team of agents across multiple offices within the McGavock Auto Group Allstate Team.
- Oversaw daily office operations, ensuring efficient time management and smooth workflows.
- Trained new employees on business and marketing tools, ensuring proficiency and success in their roles.

## EDUCATION

### College

Associate's Degree

## SKILLS

- IT Skills: DocuSign, Microsoft Office, Gateway, Lightspeed, 8x8, Hearsay, E-Z Lynx, Agent View, DocuSign, Cisco WebX CC, Cisco Jabber, and Insured Mine

## CERTIFICATIONS

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

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 30-40 items/\$40-50k premium/month

Will work REMOTE in any time zone

Desires: A Sales or Hybrid role with an Allstate or State Farm Agency @ \$45k+ base, with the ability to earn \$80k total

150+ outbound dials/day, 30+ inbound calls (including live lead transfers), referral sales, pivot and cross selling, bundling, networking, lead generation, office management & customer service.