

Direct Hire Candidate: 5007 **3-5 LIFE APPS/MONTH**

Licensed Sales Agent

EXPERIENCE

Insurance Company

February 2021 - Present

Licensed Sales Agent

- Successfully sold Medicare Advantage plans, focusing on value-based care models to improve patient outcomes and reduce healthcare costs.
- Educated potential clients about Medicare Advantage benefits, coverage options, and the importance of value-based care for long-term health management.
- Collaborated with healthcare providers and stakeholders to ensure clients received the best care under the value-based care structure.
- Assessed clients' healthcare needs to recommend the most appropriate Medicare Advantage plans, aligning coverage with their specific health goals.
- Built strong relationships with clients, helping them navigate the complexities of Medicare plans and providing ongoing support for policy updates and renewals.
- Consistently exceeded sales goals by effectively leveraging leads, referrals, and marketing efforts to generate new business in the Medicare Advantage sector.

Allstate

June 2019 - February 2021

Operation Manager

- Managed daily operations to ensure smooth workflow and efficiency, overseeing all sales activities and team performance.
- Focused on sales retention by maintaining strong relationships with existing clients and addressing their needs to ensure satisfaction and loyalty.
- Implemented strategies to improve client retention, including personalized follow-ups, product recommendations, and service enhancements.
- Provided leadership and support to the sales team, ensuring they met daily goals and maintained high levels of performance.

Farmers Insurance

February 2017 - October 2018

Licensed Captive Agent

- Reviewed insurance policy options with clients and prospects, ensuring they received tailored recommendations that met their needs.
- Provided exceptional customer service after the sale, addressing client inquiries and ensuring continued satisfaction with their coverage.
- Developed and managed a high-performing sales team, consistently exceeding production targets through coaching and performance management.

State Farm Insurance

September 2016 - February 2017

Licensed Sales Manager

- Managed a team of insurance policy sales members, ensuring productivity and performance goals were met.
- Provided coaching and assistance to team members, helping them achieve and exceed their sales targets through effective guidance and support.

CERTIFICATIONS

P&C, L&H Licensed in the States of GA, OH & IA