

# Direct Hire Candidate: 5003

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Licensed Insurance Agent

## EXPERIENCE

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### Allstate

*January 2024 - Present*

Licensed Insurance Agent

- Specialize in customizing insurance solutions to meet the individual needs of clients, with a focus on auto, home, and life policies.
  - Foster long-term relationships with clients by offering personalized service and maintaining proactive communication.
  - Regularly exceed sales targets by identifying cross-sell and upsell opportunities to enhance clients' coverage options.
  - Handle complex client inquiries with empathy and efficiency, ensuring satisfaction and strong client retention.
  - Stay informed about State Farm's products and services to provide clients with the best possible solutions tailored to their unique circumstances.
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### Legal Services

*February 2021 - May 2023*

Sales Account Manager/ Operations Manager

- Built and nurtured strong relationships with clients by effectively addressing their complex legal and financial needs.
  - Led and coordinated multi-state projects, ensuring high-quality service delivery even under tight deadlines.
  - Provided actionable solutions by thoroughly analyzing client needs and applying industry expertise to achieve optimal results.
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### Legal Services

*March 2017 - January 2021*

Litigation Paralegal

- Managed a substantial caseload of personal injury cases, negotiating favorable settlements and collaborating with insurance adjusters.
  - Delivered exceptional client service by maintaining clear communication and providing transparent updates throughout the process.
  - Achieved positive outcomes by crafting and implementing tailored legal strategies to meet the unique needs of each client.
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## CERTIFICATIONS

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

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with any Agency @ \$35-40k base, with the ability to earn \$65k+ total

50+ outbound calls/day, 10+ inbound calls, pivot and cross selling, developing their own leads, referral sales, win-backs, and customer service.