

Direct Hire Candidate: 5081 **3-5 LIFE APPS/MONTH**

Licensed Sales Account Representative

Reported: 25-35 policies/\$25-35k premium/month

State Farm 8 months, Allstate 2 months

P&C, Life & Health Licensed in GA

Will work REMOTE in EST only

Desires a Sales role with an Allstate or State Farm Agency @ \$35-40k base, with the ability to earn \$55k+ total

100+ outbound dials/day, inbound calls with live leads, referral sales, pivot and cross selling, bundling, customer service & reports selling 3-5 new life policies/month at State Farm.

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EXPERIENCE

Allstate

March 2024 - May 2025

Licensed Sales Producer

- Help clients choose insurance policies tailored to their needs and preferences, offering personalized advice and recommendations.
- Clearly explain insurance options to both prospective and existing clients, guiding them to the most suitable coverage for their circumstances.
- Provide accurate quotes, maintain client records, prepare detailed reports, and address any questions or concerns clients have regarding their policies.

State Farm

August 2023 - March 2024

Licensed Sales Account Representative

- Conducted interviews with potential clients to assess their unique insurance needs and recommend personalized solutions.
- Provided exceptional customer service to existing clients, ensuring high satisfaction and fostering long-term relationships.
- Met and exceeded monthly sales goals, driving business growth and contributing to overall revenue objectives.
- Managed a diverse portfolio of clients, ensuring policies were tailored to meet their evolving insurance needs.
- Generated new business through lead generation, referrals, and networking efforts, consistently expanding the client base.
- Stayed up-to-date with industry trends, product offerings, and competitive landscape to provide informed recommendations to clients.

Real Estate Company

June 2020 - July 2023

Assistant Property Manager

- Fostered strong relationships with both prospective and current tenants, ensuring satisfaction and addressing concerns.
- Oversaw the timely completion of maintenance requests, ensuring that all work was carried out efficiently and to a high standard.
- Developed and implemented organizational systems to maintain accurate records, streamline financial transactions, and resolve tenant complaints promptly.

EDUCATION

High School

Diploma

CERTIFICATIONS

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

SKILLS

Professional Skills: Customer Service, Customer Demand Planning, Sales, Insurance Management and Aftercare, Records Management, Maintenance, Upselling Skills, Casualty Insurance, Property Insurance