

## Direct Hire Candidate: 5080

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Licensed Sales Producer

Reported: 25-35 policies/\$30-40k premium/month

Allstate 4 years

P&C Licensed in TX

Will work REMOTE in any time zone

Desires a Sales role with an Allstate Agency @ \$40-45k+ base, with the ability to earn \$80k total

150+ outbound calls/day, inbound calls with live leads, pivot and cross selling, developing their own leads, referrals, bundling, networking, and customer service.

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## EXPERIENCE

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### Allstate

*March 2020 - January 2024*

Licensed Sales Producer

- Consistently met and exceeded sales targets, writing almost in annual premium each year.
- Acted as a team planner, providing guidance and support to teammates, contributing to overall team success.
- Demonstrated coachability and a strong willingness to learn, adapting quickly to new sales strategies and techniques.
- Applied effective sales strategies to maintain high performance and drive business growth.

### Real Estate Agency

*August 2013 - January 2024*

Realtor

- Negotiated successful sales contracts between home buyers and sellers.
- Built a solid client base through proactive prospecting via phone calls, door knocking, and leveraging social media platforms.
- Stayed informed on market trends, pricing, and expected time on the market to provide accurate and up-to-date information to clients.
- Provided consistent updates to clients throughout the building process, including design center options, purchase orders, and change orders, while collaborating with project managers to ensure timely completion.
- Worked closely with lenders and title companies to ensure smooth closings and proactively addressed potential delays.
- Negotiated repair agreements for both buyers and sellers, maintaining strong relationships and ensuring mutually beneficial outcomes.
- Kept current on loan programs, Real Estate Law, and legal contracts to ensure compliance and best practices throughout the sales process.

### Home Store

*December 2019 - March 2020*

Sales Representative

- Assisted customers in selecting the perfect furnishings to meet their needs, providing personalized recommendations and product knowledge.
- Consistently ranked among the top in sales, surpassing targets set by upper management during my time at the company.
- Demonstrated strong sales performance and customer engagement, ensuring satisfaction and repeat business.

### Communications Company

*June 2010 - July 2013*

Manager

- Consistently met or exceeded monthly sales targets set by the company, driving revenue and growth.
- Maintained a high Customer Satisfaction by providing exceptional service to both new and existing customers.
- Led the team by setting performance goals, ensuring alignment with company objectives and achieving overall sales success.

## CERTIFICATIONS

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### P&C Licensed in the State of TX

## SKILLS

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Microsoft Word, Marketing, CRM Software, Microsoft Outlook, CRM, Word, Microsoft Office, Sales Experience, PowerPoint, Business Development, Customer Service, Outlook, Sales