

## Direct Hire Candidate: 5077

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Licensed Sales Agent

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

Experience: 1.2 years with Allstate

P&C, Life & Health Licensed in GA, SC, NC, TN, GA, OH, AL

Will work REMOTE in EST or CST

Desires: A Sales role with an Allstate Agency @ \$40k+ base, with the ability to earn \$70k total

Roles include: 70+ outbound dials/day, 20+ inbound calls including live lead transfers, referral sales, pivot and cross selling, bundling, win-backs, requotes, and customer service.

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Licensed Sales Agent

## EXPERIENCE

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### Allstate

October 2023 - Present

Remote Licensed Sales Agent

- Managed outbound calls and received live transfer calls to assist consumers in selecting suitable insurance policies.
- Provided clear explanations of various insurance products to both potential and existing clients, helping them choose the best coverage options.
- Issued quotes, maintained accurate client records, and prepared reports to address client inquiries regarding insurance policies.
- Demonstrated strong communication skills, both written and verbal, to ensure a positive customer experience.

### Insurance Company

August 2022 - June 2023

Licensed Agent

- Managed remote sales for Medicare, prescription, and ancillary health insurance products through call center operations.
- Provided expert guidance to clients, assisting with selecting the best health insurance options based on individual needs.
- Utilized CRM systems to track leads, process sales, and maintain accurate client records.
- Delivered exceptional customer service by addressing inquiries and providing accurate, timely information about policies.

### Insurance Company

November 2020 - July 2022

Licensed Agent

- Managed in-office sales, driving product upsells to both existing policyholders and new clients.
- Provided expert guidance on insurance policies, ensuring clients made well-informed decisions about their coverage.
- Fostered strong customer relationships by engaging with clients and consistently delivering exceptional service.

### Medical Services

September 2019 - November 2020

Medical Records Clerk

- Scanned and organized incoming documents, ensuring all records were up-to-date and easily accessible.
- Maintained strict confidentiality of all information, adhering to legal and organizational standards.
- Purged outdated files in accordance with established retention policies.
- Collaborated with relevant personnel to gather necessary information for processing and documentation.
- Stayed informed about applicable laws and regulations to ensure compliance in all tasks.

## CERTIFICATIONS

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P&C, Life & Health Licensed in the States of GA, SC, NC, TN, GA, OH, AL