

Direct Hire Candidate: 5070

Licensed Sales Producer

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

1 year with Allstate

P&C, Life & Health Licensed in IN

Will work REMOTE in CST & EST

Desires: A Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$70k+ total

Roles include: 50+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 3-5 new life policies per month.

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EXPERIENCE

Service Company

November 2023 - Present

Office Manager

- Scheduled estimates and job appointments, ensuring smooth coordination of project timelines.
- Ordered necessary supplies and materials to maintain efficient project execution.
- Managed invoicing and collected payments, ensuring timely financial transactions.
- Tracked inventory levels and ensured materials were available as needed for ongoing projects.
- Performed bookkeeping duties in QuickBooks, maintaining accurate financial records.

Independent Insurance Company

September 2023 - August 2024

Insurance Agent

- Helped clients choose the most suitable insurance policies based on their individual needs.
- Explained different insurance products to both potential and existing clients, assisting them in selecting the right coverage.
- Provided accurate quotes, kept client records up to date, prepared reports, and addressed inquiries regarding insurance plans.
- Exhibited strong written and verbal communication skills to ensure clear and effective interactions with clients.

Progressive Insurance

May 2022 - March 2023

RemoteMarketing Sales Associate/Agent

- Assessed and determined the insurance needs of customers to provide tailored coverage recommendations.
- Generated quotes and facilitated sales for property insurance across multiple carriers using various platforms.
- Provided quotes and sold auto and specialty line insurance products to customers.
- Directed customers to the appropriate departments for additional assistance or inquiries.

Allstate

April 2021 - May 2022

Customer Service

- Conducted remote insurance quotes for both current and potential clients, tailoring options to meet their needs.
- Presented insurance solutions to clients, explaining the benefits of products and guiding them to make informed decisions.
- Closed sales by matching clients with the right products based on their individual requirements.
- Provided customer service, ensuring clients' questions were answered and their needs were met effectively.

Services Company

December 2017 - May 2019

Customer Service

- Operated office equipment, including voicemail systems, and utilized software like word processing and spreadsheets to prepare reports, invoices, financial statements, and other documents.
- Scheduled and confirmed client appointments to ensure timely service.
- Managed phone calls, directing them appropriately and taking messages as needed.
- Maintained and updated filing, inventory, mailing, and database systems to ensure organization and efficiency.
- Conducted insurance quotes for current and prospective clients, presented the options, and closed sales based on their specific needs.

CERTIFICATIONS

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