

## Direct Hire Candidate: 5063

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Licensed Sales Producer

Reported: 35-45 items per month / \$40-50k premium per month

Allstate 2.5 years

P&C Licensed in OH, KY, TN, MS

Will work REMOTE in EST or CST

Desires: A Sales or Hybrid role with an Allstate Agency @ \$45k+ base, with the ability to earn \$70k total

150+ outbound dials/day using an auto-dialing system, 20+ inbound calls/day with live leads, pivot and cross selling, referral sales, bundling, and customer service.

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## EXPERIENCE

### Allstate

October 2021 - July 2023 & August 2024 - Present

Licensed Sales Producer

- Provide quotes and sell property insurance coverage to clients.
- Actively pursue prospects through outbound calls, identifying potential business opportunities.
- Offer quotes and sell various types of casualty insurance coverage.
- Sell broker business by identifying appropriate opportunities and creating tailored solutions.
- Explain policy terms and coverage details to both clients and prospects to ensure clear understanding.
- Encourage clients to bundle services, offering cost-effective solutions for their insurance needs.
- Follow up on client referrals to build relationships and convert leads into sales.
- Coordinate with loan officers to ensure seamless communication and policy alignment with clients' mortgage needs.

### People Services

September 2023 - August 2024

Administrative Specialist

- Oversee and improve office procedures to enhance workflow and efficiency.
- Prepare, edit, and finalize various documents and reports.
- Maintain and update databases, ensuring data accuracy and consistency.
- Greet clients, answer phone inquiries, and manage appointment scheduling.
- Communicate effectively with families to provide information and guidance.
- Assist with the licensing process and help families complete necessary applications.
- Develop and implement recruitment marketing plans to attract new families.

### Recruiting Company

April 2002 - September 2015 & July 2016 - September 2021

Supervisor

- Train employees and staff, ensuring they are knowledgeable and capable in their roles.
- Perform all office-related tasks, ensuring smooth operations and efficient workflow.
- Manage inventory control and oversee the receipt and verification of incoming shipments.
- Review weekly production orders and prepare shipments.
- Recruit new clients to expand the program and ensure its success.
- Train staff to ensure they provide the best service and support to clients.
- Lead team meetings to discuss progress and set goals for the department.
- Provide hands-on therapy when necessary.
- Maintain thorough documentation of client progress and any updates.

## CERTIFICATIONS

P&C Licensed in the States of OH, KY, TN, MS