

## Direct Hire Candidate: 5060

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Licensed Insurance Agent

Reported: 30-40 items per month / \$45-55k premium per month

Allstate 2.5 years

P&C Licensed in IN, LA

Will work REMOTE in CST or EST

Desires: A Sales or Hybrid role with an Allstate Agency @ \$40k+ base, with the ability to earn \$60k+ total

100+ outbound dials/day, 20+ inbound calls with live lead transfers, referral sales, pivot and cross selling, bundling, win-backs, policy reviews, and customer service.

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Licensed Insurance Agent

## EXPERIENCE

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### Allstate Insurance

*June 2022 - January 2025*

Licensed Insurance Agent

- Consistently processed 30-40 items per month, ensuring timely and accurate completion.
- Completed CWC training to enhance skills and knowledge in the insurance industry.
- Prioritized customer needs, ensuring they received personalized and attentive service.
- Demonstrated coachability by continuously adapting and learning new techniques.
- Maintained a positive, outgoing demeanor, excelling in building rapport with clients.
- Focused on customer satisfaction, contributing to company growth and success.
- Specialized in optimizing quality, speed, and process efficiency.
- Articulated and results-driven, with a passion for developing strong business relationships and cultivating partnerships.

### State Farm

*July 2020 - July 2022*

Licensed Insurance Agent

- Prioritized the needs of customers to ensure satisfaction and meet expectations.
- Managed policy updates, including replacing vehicles and making necessary adjustments.
- Explained various insurance options and details to customers to ensure clarity and understanding.
- Assisted with billing inquiries and processed related requests efficiently.

## CERTIFICATIONS

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### P&C Licensed in the States of IN & LA

## SKILLS

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Professional Skills: Sales, Business Development, Billing Processes, Insurance Sales, Customer Satisfaction, Business Relationship Management, Cold Calling Sales, Customer Account Management, Customer Relationship Management, Sales Management, Tillage Process, Team Building, Customer Service, Insurance Management and Aftercare, Business Partnerships, Business Process Improvement  
IT Skills: Salesforce.Com