

Direct Hire Candidate: 5084

Licensed Insurance Producer

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

Allstate 3 years

P&C Licensed in GA

Will work REMOTE in EST or CST

Desires a Sales role with an Allstate Agency @ \$45k base, with the ability to earn \$65k+ total

100+ outbound dials/day, 10+ inbound calls with live lead transfers, referral sales, pivot and cross selling, bundling, customer service & remote experience.

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EXPERIENCE

Allstate

January 2022 - Present

Licensed Insurance Producer

- As a newly licensed insurance agent, successfully generated new business through prospecting and cold calling.
- Provided customized insurance solutions tailored to clients' individual needs and risk profiles.
- Built and nurtured long-lasting client relationships.
- Analyzed insurance policies and coverage options to ensure clients had the appropriate level of protection for their unique circumstances.
- Educated clients on various insurance products, clearly explaining policy terms, conditions, and exclusions to ensure informed decision-making.
- Collaborated with underwriters to negotiate favorable terms for clients' insurance policies, ensuring optimal coverage.
- Accurately processed policy changes, endorsements, cancellations, and renewals in a timely and efficient manner.

Sales Company

March 2021 - March 2022

Sales Representative

- Composed and provided accurate estimates to customers through phone consultations and emails.
- Achieved an extremely high close rate, consistently completing sales successfully.
- Earned weekly and monthly bonuses from the start to the end of my tenure at the company.

Auto Sales/Services

September 2020 - January 2022

Senior Sales Representative

- Conducted professional and detailed appraisals for customers and insurance companies.
- Analyzed vehicles to determine their value and provide accurate assessments for insurance purposes.

EDUCATION

High School

Diploma

CERTIFICATIONS

P&C Licensed in the State of GA

SKILLS

Professional Skills: Sales, Business Development, Cold Calling Sales, Negotiation Skills, Insurance Management and Aftercare, Customer Retention, Customer Demand Planning, Generation of Leads, Risk Analysis, Financial Underwriting, Retention Rate, Professional Customer Services, Retail Commerce, Closing of Sales, Consulting, Automotive Sales, Accounting, Knowledge of Finance, Carrying out Assessments, Customer Relationship Management, Knowledge of Direct Selling, Upselling Skills, Mentoring, Sales Management, Call Centers, Insurance Sales, Telemarketing, Corporate Finance, Financial Accounting, Forecasting Skills, Accounts Payable, Accounts Receivable, IT Skills: Microsoft Office, Salesforce.Com, Microsoft PowerPoint, Global Positioning Systems (GPS), Computer Literacy, Text Processing, Microsoft Windows