

Direct Hire Candidate: 5093 **2-3 LIFE APPS/MONTH**

Licensed Team Member

Reported: 20-30 items/month, \$15-25k premium/month

Allstate 1 year, State Farm 2 years

P&C Licensed in TN, NC, WV, MD, DE, PA

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with an Allstate or State Farm Agency @ \$40-45k base, with the ability to earn \$65k+ total

80+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, bundling, customer service & reports selling 2-3 new life policies/month at State Farm.

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EXPERIENCE

Allstate

January 2024 - Present

Licensed Team Member

- Managed and enhanced customer experience by providing thorough policy reviews and addressing client needs.
- Focused on identifying and leveraging cross-selling opportunities to drive inside sales.
- Explained a variety of insurance products to new and existing clients, helping them make well-informed decisions about coverage.
- Issued precise quotes, maintained detailed client records, and responded promptly to all client inquiries regarding insurance plans.
- Utilized strong verbal and written communication to simplify complex insurance concepts for clients.
- Delivered personalized service, actively engaging with clients to ensure satisfaction and clarity on their policies.

State Farm

November 2021 - December 2023

Licensed Team Member

- Managed and sold health and life insurance policies, ensuring clients received the coverage that best suited their needs.
- Assisted clients in selecting appropriate insurance policies, tailored to their specific requirements.
- Explained various insurance products and services to both new and existing clients, guiding them toward the most suitable coverage.
- Issued accurate quotes, maintained detailed client records, prepared reports, and promptly addressed client inquiries regarding insurance plans.
- Demonstrated excellent communication skills, both written and verbal, to ensure clear understanding and satisfaction.

Education Facility

June 2020 - November 2021

Teacher

- Assisted students in developing strong communication skills.
- Guided students in preparing for presentations, providing public speaking techniques.
- Managed daily operations for the soccer program.
- Coached the Varsity Soccer Team, fostering skill development and teamwork.
- Led recruitment efforts to attract future players to the program.

EDUCATION

University

Master of Business Administration

CERTIFICATIONS

P&C Licensed in the States of TN, NC, WV, MD, DE, PA

SKILLS

Professional Skills: Customer Experience, Sales, Business Administration, Knowledge of Finance, Marketing, Mentoring, Presentations, Financial Planning, Investment Strategies, Annuity Investments, Customer Service, Telephone Call Reception Management, Master of Business Administration (MBA)