

## **Direct Hire Candidate: 5093 \*\*1-2 LIFE APPS/MONTH\*\***

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Licensed Sales Producer

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

Allstate 1 year

P&C, Life & Health Licensed in CO

Will work REMOTE in MST

Desires a Hybrid role with an Allstate Agency @ \$40-45k base, with the ability to earn \$50k+ total

90+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 1-2 new life policies per month.

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## EXPERIENCE

### Allstate

March 2024 - Present

Licensed Sales Producer

- Issued accurate quotes, maintained detailed client records, and responded promptly to client inquiries regarding insurance plans.
- Used strong written and verbal communication skills to clearly explain complex insurance concepts to clients.
- Delivered personalized customer service, engaging with clients to ensure their satisfaction and understanding.
- Assisted consumers in selecting insurance policies that best fit their needs, offering tailored recommendations.
- Stayed up to date with market trends and best practices in the insurance industry to provide informed guidance.
- Explained various insurance policies and products to potential and existing clients, guiding them toward the most suitable coverage options.
- Conducted cold calling, warm calling, and wrote new business while providing exceptional customer service and cross-selling.
- Gained referrals by building strong relationships and consistently offering value to clients.

### Financial Services

July 2023 - March 2024

Licensed Insurance Agent

- Conducted cold and warm calls, generating new business and writing policies for new clients.
- Issued accurate quotes, maintained detailed client records, and responded to client inquiries about insurance plans and policies.
- Suggested modifications and updates to existing clients' insurance policies to better align with their needs.
- Built customized insurance policies and packages tailored to meet individual client requirements.
- Advised clients on the potential risks and benefits of each policy to ensure they made informed decisions.

### Health Services

October 2019 - January 2021

CNA

- Entered and recorded patient healthcare-related information according to the care plan.
- Assisted patients with activities of daily living to ensure their comfort and well-being.
- Provided exceptional customer service to patients' families and potential new patient families.
- Collaborated as part of the team with nursing staff to deliver quality healthcare and maintain clear communication.

## CERTIFICATIONS

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