

## Direct Hire Candidate: 5097

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Licensed Insurance Agent

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

Allstate 2 years

P&C, Life & Health Licensed in TX

Will work REMOTE in CST & EST

Desires a Sales or Hybrid role with an Allstate Agency @ \$40-45k base, with the ability to earn \$80k+ total

70+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service.

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## EXPERIENCE

### Insurance Company (selling Allstate Products)

October 2024 - Present

Licensed Insurance Agent

- Prospected and cold-called potential clients, generating new business and contributing to a significant increase in the client base.
- Delivered tailored insurance solutions to clients by assessing their unique needs and risk profiles.
- Reviewed insurance policies and coverage options to ensure clients were adequately protected.
- Educated clients on a variety of insurance products, clearly explaining policy terms, conditions, and exclusions to help them make informed decisions.

### Insurance Company (selling Allstate Products)

March 2024 - September 2024

Licensed Insurance Agent Remote

- Built and nurtured strong client relationships by offering personalized service and clear communication.
- Analyzed customer needs and recommended suitable insurance products tailored to their specific requirements.
- Provided accurate quotes, explained coverage options, and helped clients select the right policies.
- Managed a high volume of inquiries from potential customers through calls, emails, and other channels.
- Maintained in-depth knowledge of insurance products, industry trends, and competitor offerings to effectively address client concerns.
- Utilized CRM software to track leads, manage customer interactions, and keep detailed records of sales activities.

### Allstate

September 2023 to February 2024

Licensed Insurance Agent

- Developed and maintained strong client relationships, providing tailored insurance solutions to meet their specific needs.
- Utilized CRM software to track leads, manage customer data, and optimize the sales process.
- Conducted thorough risk assessments for clients, identifying gaps in coverage and recommending the most suitable policies.

## EDUCATION

### College

Associate's Degree

## MILITARY SERVICE

### Former US Service Member

## CERTIFICATIONS

### P&C, Life & Health Licensed in the State of TX