

Direct Hire Candidate: 5131

Licensed Sales Producer/Sales Manager

EXPERIENCE

Allstate

November 2022 - Present

Licensed Sales Producer/Sales Manager

- Consistently met new business production goals and objectives as set by management.
- Developed and presented tailored insurance proposals, successfully closing sales.
- Conducted policy reviews at renewal to ensure customers' coverage needs were met.
- Provided exceptional customer support while prospecting for new customers through leads and referrals.

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January 2022 - November 2022

Licensed Sales Producer/Sales Manager

- Achieved sales goals by generating new business and cross-selling to existing customers.
- Identified and qualified sales leads from various sources to expand client base.
- Helped protect customers by offering Allstate products that were tailored to their needs.
- Served the local community by helping them prepare for life's uncertainties and risks.
- Educated prospective customers on how to protect their families and assets effectively.
- Delivered a positive and engaging customer experience, ensuring satisfaction and trust.

Allstate

January 2020 - December 2021

Licensed Sales Producer/Sales Manager

- Met or exceeded new business production goals and objectives as set by management.
- Developed insurance proposals, delivered sales presentations, and successfully closed sales.
- Conducted policy reviews during renewals, ensuring accurate and updated coverage.
- Generated required sales to meet monthly production goals, contributing to overall business growth.
- Provided coaching and mentoring to existing sales producers, enhancing team performance.
- Processed policy updates, payments, and claims efficiently, ensuring customer satisfaction.
- Provided ongoing customer support while successfully prospecting new clients through leads and referrals.

Allstate

December 2011 - October 2017

Licensed Sales Producer/Sales Manager

- Consistently met new business production goals and objectives set by management.
- Proactively solicited new business through phone outreach, networking, and other lead-generation techniques.
- Maintained a strong understanding of underwriting, rating, and compliance requirements to ensure accurate sales and policies.
- Excelled at building and nurturing relationships with clients, fostering trust and long-term loyalty.
- Developed detailed insurance proposals, delivered effective sales presentations, and successfully closed sales.

CERTIFICATIONS

P&C Licensed in the States of WI, IL, TX, WY, CO

Direct Hire Candidate: 5131

Licensed Sales Producer/Sales Manager

Reported: 25-35 items/month, \$25-35k premium/month

Allstate 10 years

P&C Licensed in WI, IL, TX, WY, CO

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate Agency @ \$40-45k base, with the ability to earn \$70k+ total

80+ outbound calls/day, 20+ inbound calls, pivot and cross selling, developing their own leads, referrals, bundling, re-quotes, win-backs, and customer service.