

Direct Hire Candidate: 5120

Licensed Insurance Agent

EXPERIENCE

Allstate

May 2024 - Present

Licensed Insurance Agent

- Provided quotes and sold policies across multiple insurance lines and carriers, meeting client needs with tailored coverage solutions.
- Delivered exceptional client service, establishing strong relationships with both prospective and existing clients to foster loyalty and satisfaction.
- Utilized various systems to track, gather information, and address customer inquiries promptly, ensuring efficient service.
- Identified customer needs through targeted questioning, using sales tools and techniques to provide optimal insurance products.
- Collaborated effectively with the team, contributing to a positive working environment and supporting team morale and productivity.
- Achieved key performance metrics including sales goals, productivity targets, and quality standards to drive business growth.
- Developed expertise in property and casualty insurance, encompassing all product lines and ancillary policies, to offer clients comprehensive coverage options.

Auto Manufacturing

December 2021 - December 2021

Zone Sales Manager Percepta

- Acted as the primary liaison between Ford Motor Company and dealerships in the assigned zone, ensuring smooth communication and effective collaboration.
- Worked cross-functionally with sales teams, strategic directors, corporate resources, and technology teams to deliver client programs on time.
- Utilized data analysis to interpret and manipulate data for reporting, supporting informed decision-making processes.

Auto Dealership

December 2015 - January 2016

Car Sales Representative

- Consistently met or exceeded dealership productivity standards by selling both new and used vehicles.
- Applied strategic sales techniques, including conducting test drives and competitive analysis, to close deals and maximize revenue.
- Developed personalized sales strategies while staying informed about inventory, product features, and competitor offerings.
- Actively engaged in community outreach efforts, identifying and connecting with potential customers to drive sales growth and expand the customer base.

CERTIFICATIONS

P&C Licensed in All 50 States

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Reported: 80-90 items/month, premium TBD

Experience: Allstate Corporate 1 year

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Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$75k+ total

50+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service.