

Bilingual Armenian & Russian Hire: 5161

Licensed Insurance Agent

EXPERIENCE

Allstate

2023 - Present

Licensed Insurance Producer

- Served as a licensed insurance sales agent, providing expert guidance on selecting the best policies for new and existing customers, ensuring their coverage met their unique needs.
- Managed client relationships by performing regular follow-up tasks and assisting with policy updates, renewals, and addressing client inquiries promptly.
- Utilized various marketing techniques, including networking, referrals, and digital outreach, to generate new business opportunities and expand the client base.
- Worked within established workflows to ensure that all customer service tasks, including processing applications, updating policies, and handling claims, were completed efficiently and accurately.
- Demonstrated strong communication skills, effectively explaining insurance products and policies to clients, helping them understand their coverage options and build long-lasting relationships.

State Farm

2022 - 2023

Licensed Insurance Producer

- Worked as a licensed insurance sales agent, offering a range of products including auto, home, life, and health insurance to meet the needs of both new and existing customers.
- Provided exceptional customer service by assisting clients with policy changes, claims, and addressing inquiries to ensure their satisfaction.
- Followed company workflows and guidelines to ensure accuracy and compliance in all sales and service tasks.
- Utilized various marketing techniques, including referral programs and direct outreach, to attract new clientele and expand the customer base.
- Built and maintained strong relationships with clients by understanding their insurance needs and offering tailored solutions to provide optimal coverage.

Tax Service

2019 - 2022

Tax Specialist

- Conducted face-to-face tax interviews with clients to prepare and complete tax returns accurately.
- Focused on generating business growth, increasing client retention, and offering additional products to meet clients' evolving needs.
- Supported office priorities by working collaboratively with team members, ensuring smooth operations and meeting goals.

EDUCATION

University

Master's Degree

CERTIFICATIONS

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

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Reported: 40-50 items/month, \$30-40k premium/month

Allstate: 2 years

P&C, Life & Health Licensed in CA

Will work REMOTE in PST

Desires a Sales or Hybrid role with an Allstate Agency @ \$50k+ base, with the ability to earn \$65k+ total

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