

Direct Hire Candidate: 5146

Licensed Insurance Producer

EXPERIENCE

Allstate

August 2022 - Present

Licensed Insurance Producer

- Evaluated prospective customers to assess insurance needs and determine eligibility for appropriate coverage options.
- Executed the end-to-end sales process for personal insurance lines, resulting in significant increase in clientele growth.
- Conducted comprehensive policy reviews for existing clients, identifying coverage gaps and upselling additional policies to the current client base.
- Generated a targeted number of new leads each week/month through cold calling, referrals, networking, and other prospecting efforts.

Allstate

November 2021 - August 2022

Licensed Office Manager

- Managed a team of licensed sales professionals, offering guidance and support to ensure tasks were completed accurately and efficiently.
- Oversaw daily office operations, including customer service, data entry, and customer account management.
- Ensured compliance with all insurance regulations and industry standards to maintain operational integrity and minimize risk.

Allstate

October 2018 - November 2021

Licensed Insurance Producer

- Created new business opportunities through proactive sales efforts while delivering exceptional customer service to existing clients.
- Cross-sold multiple insurance products, ensuring clients had comprehensive coverage that met their needs.
- Operated as a front-line underwriter, evaluating risks and ensuring policies were appropriately structured.
- Managed client communications regarding account status, renewals, and any policy updates, maintaining strong client relationships.
- Specialized in commercial lines, handling a wide range of commercial insurance policies and ensuring clients' businesses were adequately covered.

Allstate

April 2007 - October 2018

Licensed Insurance Producer

- Educated clients on various insurance policies and coverage options, ensuring they fully understood the terms and services offered.
- Conducted engaging product presentations, negotiated contracts, and successfully closed sales deals.
- Addressed and resolved customer complaints swiftly, consistently resolving issues within 24 hours to maintain customer satisfaction.

CERTIFICATIONS

P&C Licensed in the States of GA, TN, AR

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Licensed Insurance Producer

Reported: 50-60 policies/month, \$50-60k premium/month

Experience: Allstate 17 years

P&C Licensed in GA, TN, AR

Will work REMOTE in EST, CST

Desires a Sales role with an Allstate Agency @ \$43-45k base, with the ability to earn \$80k+ total

80+ outbound dials/day, inbound calls with live lead transfers, referral sales, pivot and cross selling, bundling, creating their own leads, win-backs, and customer service.