

# Direct Hire Candidate: 5144

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Licensed Insurance Producer

## EXPERIENCE

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### Allstate

April 2022 - Present

Licensed Insurance Producer

- Conducted thorough risk assessments to recommend appropriate coverage, discounts, and bundling options for clients.
- Built strong relationships with clients, increasing the client base through referrals and direct sales.
- Ensured compliance with state regulations and company guidelines while processing and maintaining accurate insurance documentation.
- Delivered presentations to explain the benefits of personal insurance products to individuals.
- Conducted policy reviews during annual renewals, identifying opportunities for upselling and cross-selling additional coverage.
- Worked with underwriters to finalize policy details and secure the best pricing options for clients.
- Provided exceptional customer service by addressing client inquiries, claims, policy adjustments, and renewals.

### Aerospace Manufacturing

November 2019 - May 2021

Aerospace Technician

- Worked on the manufacturing and testing of the engine section for the Artemis Spacecraft, part of an international spaceflight program aimed at returning humans to the moon.
- Acted as a safety focal point within the area, identifying and removing hazards while implementing safer procedures for task completion.
- Completed hazardous waste training and maintained knowledge of OSHA standards to ensure safety compliance.
- Collaborated with Quality Assurance (QA) and DCMA to install and inspect various parts and systems.
- Read and interpreted blueprints to ensure tasks were completed accurately.
- Utilized knowledge of Citrix, MES, APDM, and PSDS systems for task management and tracking.
- Earned multiple certifications for Boeing and NASA, demonstrating expertise in aerospace engineering standards.
- Gained experience working in cleanroom and controlled environments to ensure proper working conditions and product integrity.
- Collaborated with Quality Engineers (QE) and Manufacturing Engineers (ME) to implement innovative solutions that lowered costs and improved work efficiency.

### Cleaning Service

April 2018 - November 2020

Owner/Operator

- Handled all advertising to start and grow the business, ensuring visibility and attracting new clients.
- Managed scheduling, staffing, and hiring of cleaning associates, ensuring all personnel were highly skilled and competent for the job.
- Tracked employee working hours and handled payroll to ensure timely and accurate compensation.
- Interacted directly with clients to understand their needs and provide tailored cleaning services based on their requirements.
- Worked alongside cleaning staff to maintain cleanliness standards and managed special requests from clients requiring additional services.
- Maintained high standards of cleanliness that clients could consistently rely on.
- Applied a highly refined attention to detail to deliver exemplary cleanliness and service.
- Motivated and guided the team, ensuring high standards of work were consistently met.

## CERTIFICATIONS

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P&C Licensed in the States of MS, LA, AL Life Licensed in the State of AL

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Licensed Insurance Producer

Reported: 30-40 policies/month, \$35-45k premium/month

Allstate 3 years

P&C Licensed in MS, LA, AL Life Licensed in AL

Will work REMOTE in CST, EST

Desires a Sales or Hybrid role with an Allstate or State Farm Agency @ \$45k base, with the ability to earn \$65k+ total

50+ outbound dials/day, 20+ inbound calls with live lead transfers, referral sales, pivot and cross selling, bundling, win-backs, policy reviews, and customer service.