

Direct Hire Candidate: 5168

Licensed Insurance Producer

EXPERIENCE

Allstate

November 2020 - Present

Licensed Insurance Producer

- Generated new leads by building strong relationships and rapport with potential clients.
- Successfully became one of the top producers within the first two months by meeting and exceeding sales targets.
- Focused on establishing long-term relationships with clients to better understand their needs and provide tailored insurance solutions.
- Specialized in Property & Casualty (P&C) and Life & Health insurance, helping clients choose the most suitable coverage.
- Implemented marketing techniques to attract new clients, including networking, referrals, and social media outreach.
- Provided exceptional customer service by addressing inquiries, managing policies, and resolving issues in a timely manner.
- Continuously updated knowledge of industry trends and product offerings to offer clients the best possible coverage options.
- Maintained accurate client records and ensured compliance with insurance regulations and internal processes.
- Aspiring to open a personal agency with the authority to write business in Wisconsin, expanding market reach and building a new client base.

Real Estate Company

June 2022 - Present

Real Estate Agent

- Accept listings and assist homeowners in selling their properties.
- Help clients find their ideal forever home or investment properties.
- Conduct market research to determine the appropriate listing price and property values.
- Schedule and conduct property showings, open houses, and private tours.
- Negotiate terms and conditions on behalf of buyers and sellers to ensure the best possible outcome.
- Provide guidance to clients on the buying and selling process, including financing options, inspections, and closing procedures.
- Create and implement marketing strategies to promote listings and attract potential buyers.
- Communicate with potential buyers, sellers, and other real estate agents to coordinate property transactions.
- Maintain up-to-date knowledge of real estate laws, market trends, and neighborhood developments.
- Ensure all necessary paperwork and documentation are completed accurately and in a timely manner.
- Offer advice on home staging, renovation, and design to increase the appeal of a property for sale.

Mattress Sales

May 2016 - December 2020

Sales/Store Manager

- Managed store physical inventory, ensuring stock levels were accurately maintained.
- Exceeded sales targets each period by consistently maintaining high sales performance.
- Utilized effective marketing strategies to drive customer traffic and increase store visibility.
- Performed bookkeeping tasks, ensuring financial records were kept up-to-date and accurate.
- Demonstrated strong leadership skills by overseeing store operations and managing staff effectively.

EDUCATION

College

Bachelor's Degree

CERTIFICATIONS

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

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Licensed Insurance Producer

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

Allstate 3 years

P&C, Life & Health Licensed in CO

Will work REMOTE in MST only

Desires a Sales role with an Allstate Agency @ \$40-45k base, with the ability to earn \$80k+ total

80+ outbound dials/day, 10+ inbound calls with live lead transfers, referral sales, pivot and cross selling, bundling, commercial sales, policy reviews, life sales, and customer service