

Direct Hire Candidate: 5175

Licensed Insurance Agent

EXPERIENCE

Local Allstate Agency

March 2024 - December 2024

LSP

- Drove sales growth through inbound and outbound calls, live chat, SMS, and other communication channels.
- Uncovered customer needs, identified gaps in coverage, and recommended tailored solutions to protect clients.
- Applied a proven sales strategy to convert prospects into customers, using strong sales skills and industry knowledge.
- Served as a trusted advisor, leveraging Personal Lines or Property & Casualty license to guide clients in selecting the right coverage.
- Negotiated contracts and pricing agreements, ensuring profitability while meeting customer needs.
- Evaluated based on sales production, time management, quality of business, and adherence to company regulations and industry standards.

Insurance Brokerage

October 2023 - February 2024

Independent Insurance Broker

- Acted as an intermediary between clients and carriers, helping clients find policies that best suit their needs.
- Offered employee benefits packages to business owners within the community.
- Hired, trained, and evaluated agents' progress, ensuring high-quality performance and adherence to standards.

AccuQuote

February 2022 - October 2023

Insurance Telesales Agent

- Managed inbound calls, addressing clients' life insurance needs and advising on appropriate coverage options.
- Consistently exceeded monthly sales quotas, achieving high sales targets.
- Developed in-depth knowledge of product features and benefits to effectively communicate with potential customers.
- Utilized persuasive selling techniques to overcome objections and close sales.
- Built rapport with customers through active listening, empathy, and personalized communication.

Medicare Sales

August 2021 - January 2022

Medicare Advisor

- Acted as an independent Medicare advisor, researching and recommending plans based on clients' medical needs and lifestyles.
- Advised and enrolled clients in Medicare plans that best matched their healthcare requirements.
- Identified cross-selling opportunities within the existing client base, increasing policy penetration rates.

SelectQuote

April 2019 - July 2021

Call Center Agent

- Handled inbound calls from prospects, assisting with their needs and providing information on Final Expense life insurance and supplemental plans.
- Focused on selling Final Expense life insurance and supplemental policies, addressing client inquiries and resolving complaints.

Combined Insurance

June 2015 - March 2019

National Account Manager

- Acted as an Insurance Account Manager, focusing on customer service throughout the insurance sales cycle.
- Managed and nurtured client relationships, leading all communications and ensuring high customer satisfaction.

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of FL

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March 26, 2025

Direct Hire Candidate: 5175 \$3,500

Reported: 20-30 items/month, \$20-30k premium/month

Allstate 1 year; 9 years in insurance

P&C, Life & Health Licensed in FL; 25+ other states (has not sold Life)

Will work REMOTE in any time zone

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

10+ outbound dials/day, 100+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service