

Direct Hire: 5186: **1–2 LIFE APPS/MONTH**

Licensed Insurance Sales Agent

Customer-focused sales professional with strong experience in insurance, customer service, and business development. Proven ability to build client relationships, drive sales, and deliver tailored solutions.

EXPERIENCE

Local Allstate Agency

August 2023 - Present

- Build and maintain strong client relationships while actively prospecting new clients.
- Licensed in IN and MI for insurance sales, specializing in tailored coverage solutions.
- Apply a consultative sales approach to ensure clients receive the best protection for their needs.
- Participate in industry-leading training programs to enhance sales strategies and product knowledge.

Local Allstate Agency

June 2022 - May 2023

Licensed Insurance Sales Agent

- Developed and managed a portfolio of new and existing clients, ensuring strong, ongoing relationships.
- Licensed in NH and VT for property and casualty insurance, providing tailored coverage solutions.
- Delivered personalized insurance solutions, focusing on educating clients and ensuring optimal protection.

Call Center

May 2021 - June 2022

Customer Service Representative

- Managed high-volume inbound calls (over 1,000 daily) for state toll agency inquiries, ensuring accurate and efficient responses.
- Led the inbound collections team, overseeing timely payments and ensuring effective resolutions to outstanding balances.

Machine Shop

August 2020 - February 2021

Administrative Assistant

- Supported daily operations in a precision machine shop, ensuring efficient workflow and production.
- Assisted with quoting materials and coatings for new projects, contributing to accurate cost estimations.

Technology Group

December 2016 - December 2019

Business Development Specialist

- Managed inbound and outbound calls for an international financial institution, ensuring exceptional service.
- Oversaw client registration processes and provided technical support using Salesforce.
- Led the Supplier Retention team, coordinating training sessions and team-building activities to improve performance and retention.

Community Services

December 2019 to December 2020

- Provided community-based support for individuals with developmental disabilities, enhancing their quality of life.
- Assisted clients in achieving greater independence and fostering community engagement.

CERTIFICATIONS

Property & Casualty and Life Licensed

States of IN & MI

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Reported: 20–30 items/month / \$20–30k premium/month

Allstate – 4 years of experience

Licensed in P&C & Life – IN, MI

Will work REMOTE ONLY in any time zone

Desires a Sales role with an Allstate Agency @ \$40–45k base + \$60k+ total earning potential

150+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 1–2 new life policies/month.