

Direct Hire Candidate: 5184

Remote Licensed Sales Producer

I am a goal-driven professional seeking a leadership role in high-volume sales within a dynamic, fast-paced environment. My objective is to join a company that fosters growth and allows me to leverage my sales and management expertise to inspire and educate both peers and clients. With strong communication skills, I build rapport with clients and engage in meaningful sales conversations. Ambitious by nature, I am committed to consistently exceeding targets and achieving success.

EXPERIENCE

Local Allstate Agency

April 2019 - Present

Remote Licensed Sales Producer

- Generated home and auto insurance sales through referrals, leads, and daily client interactions.
- Regularly updated customer files, including endorsements, and cross-sold additional products to enhance coverage.
- Stayed current with underwriting guidelines across all lines of business to ensure compliance and accuracy.
- Developed new sales strategies, including mailing and emailing campaigns, to drive business growth.
- Focused on client retention by maintaining strong relationships, ensuring satisfaction, and fostering long-term loyalty.
- Conducted policy reviews, explained coverage options, and quoted different limits to ensure clients fully understood their insurance.
- Followed up on claims, ensuring smooth progress and client satisfaction with both the process and payout.

Local Allstate Agency

2009 - 2019

Local Allstate Agency

2003 - 2009

EDUCATION

College

1995

Associate in Arts

High School

1993

HS Diploma

SKILLS

- Professional Skills: Sales, Vehicle Insurance, Cross Selling, Financial Underwriting, Employee Retention, Profit-Based Sales Targets, Business Development, Cold Calling Sales, Customer Account Management, Insurance Sales, Grilling Skills, Customer Service, Cultural Activities

CERTIFICATIONS

Property & Casualty Licensed

States of NJ & TX

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Reported: 15–25 items/month, \$20–30k premium/month (during sales restrictions)

25–35 items/month, \$30–40k premium/month (before sales restrictions)

Allstate 23 years of experience

Licensed in P&C in TX & NJ

Will work REMOTE ONLY in EST & CST

Desires a Sales or Hybrid role with an Allstate Agency @ \$45k base + \$70k total earning potential

An experienced Allstate LSP with 23 years at Allstate is looking for a remote opportunity. The candidate is well-versed in 40+ outbound calls/day, 20+ inbound calls with live lead transfers, pivot and cross selling, bundling, and customer service.