

# Direct Hire Candidate: 5189

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Licensed Sales Professional

## EXPERIENCE

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### Local Allstate Agency

October 2024 - Present

LSP

- Sell insurance policies to consumers, servicing policies and building strong relationships with both existing and potential customers.
- Market personal and agency services to expand customer base and increase sales.
- Achieved over 30 policy sales in the first month, currently averaging 45-53 sales per month, consistently ranking on the LSP leader board.

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### Local Allstate Agency

May - October 2024

LSP

### Restaurant

December 2023 - Present

Bartender/Server

- Serving guests food and drinks. Working a well and accommodating a bar top.

### Restaurant

June 2021-August 2023

Bartender/ASsistant Manager

- Assistant Manager/Bartender duties

### Massage America

October 2020 - August 2021

Licensed Massage Therapist

- Performing bodywork on clients.

### CDC (via contract agency)

January 2019 - September 2020

Interviewer

- Calling people and taking information for the CDC

### Blue Cross Blue Shield

February 2016 - April 2018

Customer Service Representative

- Answered calls and addressed inquiries from members, resolving issues efficiently and ensuring customer satisfaction.

### Restaurant

December 2008 - June 2011

Bartender, promoted to General Manager

- Managed scheduling, hiring, ordering, and guest relations as General Manager, while overseeing daily operations and ensuring high-quality service.
- Analyzed P&L statements, food cost variances, and addressed customer inquiries, ensuring profitability and customer satisfaction.

### Virtual Receptionist

December 2005 - December 2006

A Virtual Receptionist

- Answered phones for funeral homes, apartments, and businesses, efficiently dispatching calls to the appropriate departments.

## CERTIFICATIONS

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### Property & Casualty Licensed

States of CO & NM

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Reported: 45-55 items/month, \$35-45k premium/month

Allstate 11 months

P&C Licensed in NM & CO

Will work REMOTE in any time zone

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

50+ outbound dials/day, 20+ inbound calls with live lead transfers, referral sales, pivot and cross selling, win-backs, bundling, networking, creating their own leads & customer service