

Direct Hire Candidate: 5198

License Sales Professional

EXPERIENCE

Local Allstate Agency

October 2018-present

Licensed Sales Professional

- Processed applications, payments, corrections, endorsements, and cancellations efficiently.
- Reached out to 20 warm leads weekly to expand the client base and promote agency products.
- Developed, implemented, and monitored new underwriting guidelines to ensure compliance and accuracy.
- Submitted activity and production logs to the agency manager and pursued continuing education to enhance professional skills.

Local Insurance Agency

July 2018 - September 2018

Customer Service Representative

- Efficiently handle policy cancellations, reinstatements, and endorsements, ensuring accurate updates and seamless service for clients.
- Issue quotes, maintain detailed client records, and prepare reports while addressing any client inquiries about insurance plans and policies.
- Foster clear communication with clients, whether over the phone or in person, ensuring they feel informed and supported.
- Stay current with market trends and best practices in the insurance industry, applying this knowledge to provide the best possible service and advice to clients.

Local Allstate Agency

September 2017-July 2018

Licensed Sales Professional

- Cross-sold and up-sold additional coverages, including bundling home and auto policies to maximize client satisfaction.
- Worked independently to meet and exceed monthly and quarterly sales goals.
- Applied knowledge of state insurance laws and carrier underwriting guidelines to ensure accurate coverage recommendations.
- Explained a wide range of insurance products to new and existing clients, assisting them in making informed decisions about their coverage.

Local Insurance Agency

December 2015 - April 2017

Customer Service Representative

- Efficiently handle policy cancellations, reinstatements, and endorsements, ensuring accurate updates and seamless service for clients.
- Issue quotes, maintain detailed client records, and prepare reports while addressing any client inquiries about insurance plans and policies.
- Foster clear communication with clients, whether over the phone or in person, ensuring they feel informed and supported.
- Stay current with market trends and best practices in the insurance industry, applying this knowledge to provide the best possible service and advice to clients.

EDUCATION

High School

Diploma

CERTIFICATIONS

Property & Casualty Licensed

State of NC

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Direct Hire Candidate: 5198 \$3,500

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

Allstate 6 years, Independent 2.5 years

P&C Licensed in NC

Will work REMOTE in EST & CST

Desires a Sales or Hybrid role with an Allstate Agency @ \$45k base, with the ability to earn \$65k total

50+ outbound dials/day, 25+ inbound calls, referral sales, pivot and cross selling, bundling, win-backs, requotes, and customer service. The candidate has been in a retention role the past year and is looking to focus more on sales.