

# Direct Hire Candidate: 5197

Licensed Sales Professional

## EXPERIENCE

### Local State Farm Agency

October 2023 - Present

Licensed Team Member

- Explained a wide range of insurance products to new and existing clients, helping them make informed coverage decisions.
- Delivered personalized customer service, ensuring client satisfaction and clarity throughout the process.
- Worked independently to meet and exceed monthly and quarterly sales goals.

### Local Allstate Agency

October 2021 - October 2023

Licensed Sales Professional

- Explain policy features, coverage options, benefits, and exclusions clearly and professionally to ensure client understanding.
- Demonstrate proven sales experience, including cold calling, prospecting, and converting leads into clients.
- Stay current with market trends and industry best practices to provide informed insurance solutions.
- Identify and contact prospective clients, effectively expanding the customer base and driving sales growth.

### Local Insurance Agency

January 2020-October 2021

Office Assistant

- Possess excellent written and verbal communication skills, ensuring clear and effective interactions with clients.
- Comfortable engaging with clients both over the phone and in person, fostering strong relationships.
- Have a general knowledge of various insurance plans, including home, business, and automotive coverage.

### Data Analytics Company

August 2008-August 2018

Data Control Technician

- Ensure accuracy of customer traffic data daily, identifying and editing data inconsistencies using processing software.
- Update customer operating hours and resolve data inaccuracies through troubleshooting and help ticket creation.
- Collaborate to improve team efficiency, decreasing turnaround times and streamlining processes.
- Schedule technician visits, assist with equipment installation, and reconfigure/calibrate equipment as needed.
- Train and assist coworkers, and contribute to the design of programs that enhance understanding of the customer's work environment.

## EDUCATION

### High School

Diploma

## SKILLS

Professional Skills: Sales, Customer Support, Knowledge of Finance, Administrative Operations, E-Commerce.

IT Skills: Microsoft Office, Microsoft Windows, Microsoft Outlook, PeopleSoft Customer Relationship Management (CRM).

## CERTIFICATIONS

### Property & Casualty Licensed

State of IL

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Direct Hire Candidate: 5197 \$3,500

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

State Farm 1 year / Allstate 3 years

P&C Licensed in IL

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm or Allstate Agency @ \$40-45k base, with the ability to earn \$60k+ total

100+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service. Candidate has experience in both Allstate and State Farm agencies and is open to either opportunity.