

# Direct Hire Candidate: 5194

Licensed Insurance Agent

## EXPERIENCE

### Local Allstate Agency

March 2024 - Present

Licensed Sales Professional

- Managed inbound and outbound sales calls, consistently driving sales and fostering relationships.
- Cross-sold additional products to current clients, enhancing coverage and increasing revenue.
- Followed up promptly on all quotes to ensure timely conversions and customer satisfaction.
- Responded to internet leads immediately, capitalizing on opportunities for new business.
- Continuously expanded product knowledge to improve sales effectiveness and customer service.
- Maintained a full pipeline of prospects to ensure steady business growth and sales performance.

### The Hartford

March 2023 - March 2024

Licensed Insurance Agent

- Provide insurance recommendations, quotes, and issue policies to meet customer needs.
- Use a consultative approach to build rapport with clients and offer solutions based on current products and services.
- Maintain accurate client records and documentation to ensure seamless service and compliance.
- Stay up-to-date with industry trends and changes to provide informed advice to clients.
- Assist account managers with tasks as needed, contributing to efficient team operations.
- Utilize active listening and critical thinking to analyze customer needs and provide appropriate solutions.
- Participate in the inbound sales team, fostering teamwork, collaboration, and continuous improvement.
- Assist clients with insurance policy inquiries and provide exceptional customer service.

### Penske Truck Leasing

January 2021 - February 2023

Commercial Sales Representative

- Manage a large volume of incoming customer interactions, ensuring prompt and efficient service.
- Identify and assess customer needs, striving to achieve satisfaction with each interaction.
- Provide accurate, valid, and complete information using the appropriate methods and tools.
- Process customer payments as required, ensuring accuracy and compliance.
- Handle customer complaints, offering appropriate solutions and alternatives within your scope.
- Maintain accurate records of customer interactions to ensure efficient follow-up and service.
- Follow communication procedures, guidelines, and policies to deliver consistent service.
- Upsell products or services and focus on retaining quality customers, ensuring superior service and clear data capture for insights.

### Preschool

August 2019 - January 2021

Preschool Teacher

- Create and implement daily lesson plans, ensuring compliance with regulations and fostering a safe, age-appropriate learning environment.

## EDUCATION

### High School

Diploma

## CERTIFICATIONS

### Property & Casualty Licensed

All 50 states, excluding HI & AK

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Licensed Insurance Agent

Direct Hire Candidate: 5194 \$3,500

Reported: 25-35 items/month, \$35-45k premium/month

Allstate 1 year

P&C Licensed in all 50 states except HI and AK

Will work REMOTE in EST & CST

Desires a Sales role with an Allstate Agency @ \$42k+ base, with the ability to earn \$60k+ total

100+ outbound calls/day, inbound calls with live leads, pivot and cross selling, developing their own leads, referrals, bundling, raw new sales, and customer service