

# Direct Hire Candidate: 5193

Licensed Sales Professional

## EXPERIENCE

### Local Allstate Agency

July 2024 - March 2025

Licensed Sales Professional

- Managed 60+ outbound calls daily, ensuring efficient communication and lead generation.
- Consistently answered live transfers within 2 rings, providing timely assistance to prospects.
- Assisted walk-in clients with quoting new business and bundling policies for enhanced coverage.
- Built strong rapport with web leads and live transfers, fostering trust and client relationships.
- Maintained a consistent workflow using CRM software, ensuring accurate tracking and follow-up.

### Local Allstate Agency

January 2024 - July 2024

Licensed Sales Professional

- Managed 60+ outbound calls daily, effectively engaging with prospects and clients.
- Participated in live training sessions with Remote Labs to enhance skills and product knowledge.
- Built strong rapport with web leads and live transfers, fostering positive client relationships.
- Assisted with policy service as needed, ensuring client needs were addressed promptly

### Freeway Insurance Services America

January 2018 - March 2022

Branch Manager, Sales Team

- Contributed to agency success by consistently meeting or exceeding monthly sales targets.
- Drove cross-selling initiatives by collaborating with various departments to maximize revenue from existing clients.
- Launched a new training program to enhance employee skills and improve staff retention rates.
- Conducted regular performance evaluations and feedback sessions to promote continuous skill development within the team.

### Local Inn

July 2001 - Present

Owner, Partner, Maintenance Manager, Cook

- Evaluated business operations to optimize workflows, align with market trends, and enhance customer satisfaction.
- Collaborated with partners on decision-making, business growth, and menu development, while managing inventory and vendor relations.
- Motivated staff to perform at peak efficiency, ensuring smooth day-to-day operations and maintaining effective communication across teams.

## EDUCATION

### High School

Diploma

## SKILLS

- Professional Skills: Stock Control, Vendor Relationship Management, Market Trends, Budgeting Skills, Business Processes, Workflows, Money Investments, Sales, Business Development, Customer Relationship Management, Cross Selling, Profit-Based Sales Targets, Knowledge Bases, Employee Performance Management, Employee Retention, Retention Rate, Insurance Management and Aftercare, Marketing Planning

## CERTIFICATIONS

### Property & Casualty Licensed

State of LA

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Direct Hire Candidate: 5193 \$3,500

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

Allstate 1 year

P&C Licensed in LA

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$55k+ total

70+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service