

Direct Hire Candidate: 5203

Licensed Sales Professional

Results-driven Licensed Insurance Agent with a strong track record of acquiring new clients and maximizing revenue through strategic sales and personalized service. Skilled in presenting a wide range of insurance solutions, analyzing competitor offerings, and building lasting client relationships through clear, persuasive communication and a personable approach.

EXPERIENCE

Local Allstate Agency

June 2021 - Present

Licensed Sales Professional

- Tracked the progress of outstanding insurance claims, ensuring timely resolution and accuracy.
- Managed the intake of stop-loss RFPs, fulfilled requests from the underwriting team and preferred partners, and provided performance feedback to management.
- Made recommendations for changes to products and policies based on RFP performance analysis.
- Generated sales leads through direct referrals, networking, and targeted marketing campaigns to expand the client base.
- Calculated quotes and educated potential clients on available insurance options to help them make informed decisions.

Retail Store

August 2016 - June 2021

Assistant Manager

- Directed and coordinated marketing activities to promote products and services, enhancing store visibility and sales.
- Monitored store inventory and budgets, ensuring efficient resource allocation and cost control.
- Coached and supported new and existing sales associates, fostering a productive and motivated team environment.
- Managed staff schedules, assigning duties to meet the store's operational needs effectively.

Grocery Store

June 2007 - August 2016

Human Resources Representative

- Directed marketing activities to promote products and services, boosting store visibility and sales.
- Monitored inventory and budgets, optimizing resource allocation and maintaining cost control.
- Coached and supported sales associates, fostering a productive and motivated team environment.

EDUCATION

High School

Diploma

SKILLS

- Professional Skills: Sales, Budgeting Skills, Insurance Management and Aftercare, Financial Underwriting, Advertising Campaigns, Mentoring, Marketing, Generation of Leads, Insurance Sales, Casualty Insurance, Insurance Claim Processing, Strategies of Marketing, Delivery of Projects, Business Administration, Intelligence Assessment, Management Development, Administrative Operations

CERTIFICATIONS

Property & Casualty Licensed

State of MI

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Licensed Sales Professional

Direct Hire Candidate: 5203 \$3,500

Reported: 40-50 items/month, \$40-50k premium/month

Allstate 3.8 years

P&C Licensed in MI

Will work REMOTE in any time zone

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

50+ outbound dials/day, 30+ inbound calls with live lead transfers, referral sales, pivot and cross selling, commercial sales, marketing, networking with local businesses, creating lead lists, employee training, and customer service

MUST OFFER HEALTH or stipend