

# Direct Hire Candidate: 5199

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Licensed Sales Professional

*I am a highly adaptable professional with a proven ability to excel in challenging situations by crafting solutions that effectively balance customer needs and business objectives. I have a track record of optimizing processes, delivering strategic insights, and fostering team development in dynamic environments. I am eager to bring my skills and experience to a forward-thinking organization where I can contribute to growth and success.*

## EXPERIENCE

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### Local Allstate Agency

April 2025 - Present

Licensed Sales Professional

- Actively prospect and generate new business opportunities through cold calling, networking, and referrals.
- Manage the full sales cycle, from initial contact through contract negotiation and closing.
- Address customer concerns, resolve issues promptly, and ensure high levels of client satisfaction and retention.
- Prepare and deliver accurate sales reports, forecasts, and customer feedback to management.

### Local Insurance Agency

2022-2024

Insurance Agent/Underwriting Assistant

- Provide clients with coverage options, quotes, and sell auto insurance to meet their specific needs.
- Train and coach new employees, guiding sales agents to achieve their goals and addressing daily questions and issues.
- Serve as an Underwriting Assistant, reviewing new submissions and analyzing risks in alignment with company guidelines.

### Local Insurance Agency

2020-2022

Insurance Specialist

- Advise clients on commercial and personal insurance products and policies, ensuring they select the right coverage.
- Assess client needs and recommend appropriate coverage options while cross-selling additional products.
- Process insurance applications, renewals, and policy changes efficiently.
- Resolve customer inquiries, complaints, and claims promptly and professionally, ensuring customer satisfaction.

### Gold's Gym

2017 - 2020

Sales Manager / Personal Trainer

- Managed the personal trainer department, overseeing operations and ensuring high-quality service delivery.
- Developed personalized plans to enhance clients' health, wellness, and overall quality of life.
- Provided training using appropriate techniques and equipment to help clients achieve their fitness goals.
- Held clients accountable and motivated them throughout their fitness journey to ensure continued progress and success.

## EDUCATION

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### College

Bachelor of Business Administration & Computer Science

## SKILLS

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- Professional Skills: Sales, Cold Calling Sales, Cross Selling, Negotiation Skills, Sales Processes, Sales Reports, Mentoring, Financial Underwriting, Insurance Claim Processing, Insurance Management and Aftercare, Consulting, Forecasting Skills, Risk Analysis, Customer Service, Employee Retention, Logistics Operations, Stock Control, Administrative Operations, Business Administration, Customer Demand Planning, Time Management, Business Planning, Business Process Improvement
- IT Skills: Information Technology

## CERTIFICATIONS

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### Property & Casualty Licensed

State of NC & IL

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Licensed Sales Professional

Direct Hire Candidate: 5199 \$3,500

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

Allstate 6 months | 3 years total insurance experience

P&C Licensed in NC & IL

Will work REMOTE in EST & CST

Desires a Sales or Hybrid role with a State Farm Agency @ \$30-40k 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. The candidate is BILINGUAL in Portuguese and brings added value by serving a broader client base.

Come interview 5199! Just comment "interested" & join our group:

Licensed Candidates on Demand by Top Tier

Join our website to filter candidates by items, premiums, states & licenses:

<https://www.toptiergary.com/sign-up>