

Direct Hire Candidate: 5212

Licensed Team Member

EXPERIENCE

Local Allstate Agency

May 2023 - January 2025

Licensed Team Member

- Consistently achieved or exceeded the target quota of \$10,000/month in new premiums, driving sales success.
- Provided expert advice to clients, aligning insurance solutions with their financial goals and needs.
- Assisted customers in understanding complex insurance products, ensuring they selected the right coverage.
- Built strong customer relationships through effective communication, leading to increased client retention and referrals.

Local State Farm Agency

October 2021 - May 2023

Licensed Team Member

- Provided life, home, and auto insurance advice based on customers' financial and life goals to ensure their needs were met.
- Created new business sales opportunities, focusing on offering relevant products tailored to client needs.
- Used problem resolution and negotiation skills to de-escalate irate customers, resulting in a significant increase in customer retention.

Photography

March 2019-present

Owner

- Prospected and vetted potential clients to build long-lasting, meaningful relationships for photography services.
- Captured high-quality portrait photos of couples, children, pets, and products, using Adobe software for retouching and color correction.
- Followed best practices for equipment selection and location/studio setup to achieve optimal exposure and lighting results.

Marketing Agency

June 2019 - August 2020

Marketing Executive

- Assisted clients with business plans, purchases, branding, advertising, remodeling, and marketing strategies to increase sales.
- Prepared and delivered sales presentations to new and existing customers, promoting new advertising programs and enhancing existing campaigns.
- Negotiated advertising and marketing contracts with clients and closed accounts for other representatives.

EDUCATION

High School

Diploma

SKILLS

- Professional Skills: Insurance Sales, Sales, Financial Planning, Negotiation Skills, Customer Demand Planning, Business Development, Knowledge of Finance, Customer Retention, Knowledge of Lighting, Vehicle Insurance, Consultative Selling, Knowledge of Advertising, Procurement Management, Marketing, Sales Presentations, Cold Calling Sales, Contract Management, Business Planning, Advertising Campaigns, Brand Management, Digital Marketing, Strategies of Pricing, Renovation Skills, Mechanical Assembly, Business to Business Commerce, Medication Aide/Assistant Certification Examination, Agriculture, Customer Service IT Skills: Adobe

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of CA & CO

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

Allstate 2 years / State Farm 2 years

P&C, Life & Health Licensed in CA & CO (has not sold Life yet)

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate or State Farm Agency @ \$40-45k base, with the ability to earn \$75k+ total

100+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service