

# Direct Hire Candidate: 5206

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Licensed Sales Professional

*Results-driven professional with a strong background in talent management, business development, and sales leadership, consistently driving growth and exceeding performance targets. Skilled in developing effective sales strategies, leading high-performing teams, and building lasting relationships with clients and community partners through training, coaching, and strategic outreach.*

## EXPERIENCE

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### Local Allstate Agency

*August 2023 - Present*

Licensed Sales Professional

- Generate new business leads through cold calling, networking, and community outreach to expand the client base.
- Provide personalized insurance consultations and develop tailored proposals to meet client needs.
- Maintain accurate client records and track sales activities using CRM software for efficient follow-up and reporting.

### Health Insurance Company

*April 2022 - May 2023*

Outreach Executive I

- Developed and executed sales plans to drive patient acquisition, consistently achieving targets.
- Generated leads through community prospecting and relationship-building, expanding the client base.
- Delivered exceptional sales and customer service to both prospects and community partners, fostering strong relationships.

### Telemarketing Sales

*July 2021 - March 2022*

Team Manager

- Led a team of 22 agents, focusing on quality control and optimizing telesales enrollment processes.
- Analyzed training data and sales reports to refine training methods and improve team performance.
- Facilitated daily virtual huddles to review results, set goals, and drive continuous improvement.

### Property Management Company

*July 2019 - July 2021*

Property Manager

- Implemented a tenant retention program, reducing tenant turnover by 25%.
- Developed and executed a marketing campaign that increased occupancy by 4% quarter over quarter.
- Negotiated and managed leases, rental agreements, and contracts to ensure smooth property operations.

## SKILLS

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- Professional Skills: Sales, Business Development, Cold Calling Sales, Customer Demand Planning, Customer Relationship Management, Social Work, Consulting, Team Management, Generation of Leads, Customer Service, Retail Commerce, Contract Management, Knowledge of Leasings, Employee Retention, Marketing, Presentations, Call Centers, Market Research, Quality Control, Mentoring, Sales Reports, Sales Strategy, Telemarketing, Talent Management, Quantum, Construction IT Skills: Training Data

## CERTIFICATIONS

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### Property & Casualty Licensed

State of NC & SC

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Licensed Sales Professional

Direct Hire Candidate: 5206 \$3,500

Reported: 40-50 items/month, \$50-60k premium/month

Allstate 1.5 years (MSA Program)

P&C Licensed in NC, SC

Will work REMOTE in any time zone

Desires a Sales role with an Allstate Agency @ \$40-45k base, with the ability to earn \$80k+ total

80+ outbound dials/day, inbound calls with live lead transfers, cross sells, pivot sales, event marketing, referral sales, self lead generation, networking, and customer service