

Direct Hire Candidate: 5213

Licensed Sales Professional

EXPERIENCE

Local Allstate Agency

April 2024 - Present

Licensed Sales Professional

- Made outbound calls to potential clients, driving sales and expanding the customer base.
- Handled live transfers and provided excellent service to current clients.
- Managed policy cancellations and rewrites, ensuring smooth transitions and client satisfaction.
- Attended events in person to network and gain new business opportunities.

Restaurant

October 2021 - December 2023

Assistant Kitchen Manager

- Executed prep lists based on kitchen needs, ensuring efficient service during busy periods.
- Maintained a clean and orderly kitchen by washing dishes, sanitizing surfaces, and managing waste disposal.
- Ensured proper storage of food and other items to maintain safety and quality standards.
- Performed additional duties as assigned to support overall kitchen operations.

Local Insurance Agency

October 2021-October 2022

Sales Representative

- Assisted clients in selecting insurance policies tailored to their needs, preferences, and budgets.
- Managed day-to-day operations of the agency alongside the agency owner to ensure smooth workflow.
- Drove sales through cold calling and effective marketing techniques, expanding the client base.
- Developed and implemented unique marketing strategies to better reach and engage customers.

Farm Market

July 2019 - July 2021

Manager

- Developed marketing plans to drive traffic and increase revenue in the market.
- Identified opportunities for introducing new products, expanding market offerings.
- Directed daily market operations, including setup, operating hours, and breakdown.
- Managed market finances and collected vendor fees, ensuring financial accuracy.
- Oversaw chef demonstrations to drive sales and engage customers effectively.

EDUCATION

College

Associates Degree

SKILLS

- Professional Skills: Sales, Business Development, Customer Demand Planning, Marketing, Cooking Skills, Dishwashing, Cold Calling Sales, Insurance Management and Aftercare, Budgeting Skills, Knowledge of Finance, Training Activities, Culinary Arts, Knowledge of Hospitality, Product Design, Team Management, Construction and Installation of Roofs

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of MO & IL

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Reported: 30-40 items/month, \$45-55k premium/month

Allstate 1 year, Farmer's 1 year

P&C, Life & Health Licensed in MO & IL

Will work REMOTE in EST & CST

Desires a Sales role with an Allstate Agency @ \$40-45k base, with the ability to earn \$65k+ total

10+ outbound dials/day, 10+ inbound calls with live leads, referral sales, pivot and cross selling, bundling, win-backs, requotes & customer service

MUST OFFER HEALTH or Stipend