

Direct Hire Candidate: 5219

Licensed Sales Professional

EXPERIENCE

Local Insurance Agency

March 2024 - Present

Insurance Agent

- Explain a wide range of insurance policies and products to both potential and existing clients, guiding them toward the best coverage to meet their needs.
- Utilize strong written and verbal communication skills to clearly explain complex insurance concepts in an easy-to-understand manner.
- Demonstrate comfort and professionalism when speaking with clients, whether over the phone or in person, ensuring a positive and informative experience.
- Proactively identify and contact prospective clients through various channels, expanding the client base and driving sales.

Local Allstate Agency

March 2022 - March 2024

Licensed Sales Professional

- Build customized insurance policies and packages tailored to meet the unique needs of clients.
- Source potential clients through professional networks, cold calls, and referrals, expanding the client base.
- Advise clients on the potential risks and benefits of each policy, ensuring they make informed decisions.
- Leverage excellent written and verbal communication skills to convey complex insurance details clearly and effectively.

Technology Company

September 2019 - March 2022

Inventory Control

- Sign off on shipments, ensuring accuracy in the number of products received and maintaining proper inventory records.
- Count available stock regularly and place orders for additional inventory based on demand to ensure optimal stock levels and prevent shortages.

EDUCATION

High School

Diploma

SKILLS

- Professional Skills: Sales, Insurance Sales, Expediting, Stock Control, Cold Calling Sales

CERTIFICATIONS

Property & Casualty Licensed

State of NC, SC, GA & TN

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Reported: 40-50 items/month, \$45-55k premium/month

Allstate 2 years, Farmer's 1 year

P&C Licensed in NC, SC, GA, TN

Will work REMOTE in CST & EST

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

60+ outbound dials/day, 15+ inbound calls with live leads, referral sales, pivot and cross selling, self lead generation & customer service