

# Direct Hire Candidate: 5218

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Licensed Sales Professional

## EXPERIENCE

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### Insurance Company

February 2023 - Present

Sales Professional

- Process changes on existing policies by reviewing client details, updating coverage, and ensuring the necessary adjustments are made to meet client needs.
- Handle inbound calls to assist customers by providing quotes for various insurance products, explaining coverage options, and selling policies for home, auto, life, and other types of insurance. Offer expert guidance to ensure clients select the most appropriate coverage based on their specific needs.

### Local Allstate Agency

April 2021 - December 2022

Licensed Sales Professional

- Handle inbound calls, addressing customer inquiries and providing assistance with billing questions, policy updates, and coverage adjustments. Offer timely, accurate solutions to ensure customer satisfaction and maintain positive relationships.
- Take inbound calls to sell insurance products, including home, auto, life, and health insurance. Identify customer needs, present tailored insurance options, and guide customers through the purchasing process to meet sales targets and ensure the right coverage.

### Retail Store

October 2016 - April 2021

Assistant Manager

- Perform regular audits to ensure financial accuracy and operational compliance, identifying discrepancies and implementing corrective actions.
- Address inquiries and resolve issues, providing exceptional service to maintain high customer satisfaction.
- Develop and execute sales strategies and marketing campaigns to drive revenue growth and increase brand awareness.
- Conduct interviews and manage the onboarding process to ensure new hires are trained and integrated smoothly.
- Manage cash transactions and ensure accurate payment processing and register balancing at the end of each shift.
- Oversee daily operations, manage staff, and provide guidance to ensure adherence to company standards and achievement of goals.

## EDUCATION

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### High School

Diploma

## SKILLS

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- Professional Skills: Customer Service, Sales, Telephone Call Reception Management, Insurance Management and Aftercare, Cash Register Operation, Interviewing, Auditing Skills, Business Marketing, Customer Demand Planning, Billing Processes, Employee Onboarding, Scheduling, Team Building, Casualty Insurance

## CERTIFICATIONS

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### Property & Casualty Licensed

All 50 states

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Direct Hire Candidate: 5218 \$3,500

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

Allstate 1.6 years

P&C Licensed in All 50 States (OH Resident State)

Will work REMOTE in EST

Desires a Sales or Hybrid role with an Allstate Agency @ \$35-40k base, with the ability to earn \$50k+ total

10+ outbound dials/day, 50+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service