

Direct Hire Candidate: 5227 **1-2 Life apps/month**

Licensed Sales Professional

EXPERIENCE

Local Allstate Agency

June 2024 - Present

Licensed Sales Professional

- Generated calling lists for the agency and made outbound sales calls for both commercial and personal lines.
- Processed payments and handled service work to ensure customer satisfaction and retention.
- Conducted door-to-door outreach in the community, engaging with local businesses and households to generate new leads and sales.

Local Insurance Agency

June 2023 - May 2024

Licensed Sales Representative

- Generated calling lists for the agency and made outbound sales calls for both commercial and personal lines.
- Processed payments and handled service work to ensure customer satisfaction and retention.
- Conducted door-to-door outreach in the community, engaging with local businesses and households to generate new leads and sales.

Transportation Company

August 2022 - April 2023

Facilities and Transportation Supervisor

- Managed buildings across 5 counties, overseeing maintenance, repairs, inspections, and ensuring compliance with local codes.
- Supervised a team of 7 drivers, ensuring all transportation met state requirements and adhered to safety standards.
- Coordinated routine vehicle maintenance and handled all licensing requirements for fleet management.

Restaurant

December 2021 - July 2022

Store Manager

- Built and managed schedules, overseeing labor, sales, and employee performance to ensure efficient store operations.
- Handled marketing efforts, cash management, and the hiring process for partners, ensuring business growth and team success.
- Provided coaching and development to partners, fostering growth and improving team performance.
- Managed payroll for all partners and ran daily store operations to maintain smooth and profitable business functions.

EDUCATION

High School

Diploma

SKILLS

- Professional Skills: Sales, Restaurant Operation, Maintenance, Customer Service, Payroll Management, Cash Management, Merchandising, Mentoring, Scheduling, Planned Maintenance, Freight Forwarding, Marketing, Transportation Management, Sales Reports, Knowledge of Breads, Servicing and Car Mechanics, Stock Control, Heavy Equipment, Assembly and Installation, Cooking Skills, Dishwashing, Commercial Driver's License (CDL), Cash Register Operation, Retail Commerce, Retail Management, Training Activities, Presentations, Insurance Sales, Machinery, Safety Principles, Sealing, Fluid Pipes, Office Management, Food Production, Income Statements, Accounting, Risk Analysis, Insurance Management and Aftercare, Trailer Vehicles, Conflict Resolution, Human Resources, Succession Planning, Occupational Safety and Health, Project Management, Team Management, Cardio-Pulmonary Resuscitation (CPR), Business Process Improvement, Construction Plant Operation, Excavator Operation, Concrete Finishing, Construction, Chemistry, Teaching IT Skills: Computer Networks

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of MO & NY

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Licensed Sales Professional

Direct Hire Candidate: 5227 \$3,500 **1-2 LIFE APPS/MONTH**

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

Allstate 1 year

P&C & Life Licensed in MO & NY

Will work REMOTE in CST & EST

Desires a Sales or Hybrid role with an Allstate Agency @ \$40-45k base, with the ability to earn \$60k+ total

80+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 1-2 new life policies per month