

Direct Hire Candidate: 5233

Licensed Sales Professional

EXPERIENCE

Insurance Company

March 2023 - Present

Branch Manager

- Managed operations for two locations, overseeing daily sales activities and ensuring smooth daily operations.
- Led insurance sales efforts, consistently meeting or exceeding sales targets by setting and tracking daily, monthly, and annual goals.
- Developed and communicated clear expectations for team performance, driving accountability and motivation to achieve sales goals.
- Provided leadership and support to staff, offering ongoing training and guidance to maintain high performance and customer satisfaction.

Local Allstate Agency

January 2021 - March 2023

Licensed Sales Professional

- Served as the lead sales producer, consistently ranking as the top sales producer in both the city and county, driving business growth.
- Wrote daily policies for home, auto, and renters insurance, providing tailored coverage to meet the needs of individual clients.
- Regularly produced commercial policies, expanding the agency's client base and addressing the unique needs of business owners.
- Conducted outbound sales efforts, proactively reaching out to prospects, generating new leads, and consistently closing sales to meet and exceed targets.

US Army

December 2018 - December 2023

Correctional Officer

- Supervised and managed inmate behavior, ensuring safety and compliance with facility rules and regulations.
- Conducted regular security checks and inspections, monitoring for contraband and maintaining order within the facility.
- Responded to incidents, emergencies, and disputes, employing de-escalation techniques and ensuring a safe environment for both inmates and staff.

EDUCATION

University

Bachelor's Degree in Psychology

CERTIFICATIONS

Property & Casualty Licensed

State of CA, IL & AZ

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

Allstate 4 years

P&C Licensed in CA, IL, AZ

Will work REMOTE in any time zone

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

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