

Direct Hire Candidate: 5234

Licensed Sales Professional

Results-driven B2B sales professional with expertise in account management, outside sales, and consultative selling. Proven track record of exceeding targets by identifying client needs, generating leads, and delivering tailored telecom solutions with exceptional service.

EXPERIENCE

Allstate Corporate Insurance

September 2023 - Present

Licensed Sales Professional

- Developed strong B2B and individual client relationships, providing consultative sales solutions tailored to their needs.
- Identified opportunities to cross-sell and upsell additional products, enhancing the value of client accounts.
- Maintained accurate and detailed client records using CRM software, optimizing outreach and follow-up efforts.
- Effectively negotiated with clients to provide customized insurance solutions that met their specific requirements.
- Built long-term relationships with clients through continuous support, ensuring satisfaction and fostering repeat business.

Auto Dealership

September 2018 - December 2023

Sales Advisor

- Conducted B2B and B2C sales, building strong relationships with corporate clients and individual buyers.
- Utilized a consultative sales approach to match clients with the most suitable vehicle solutions based on their needs.
- Negotiated pricing and financing options to close mutually beneficial deals for both the dealership and the customer.
- Maintained a strong network of business contacts to ensure repeat sales and foster long-term customer retention.
- Consistently exceeded sales targets through effective relationship-building and strategic sales techniques.

Private Bar

March 2016 - March 2020

Bartender

- Delivered exceptional customer service in a fast-paced, high-volume environment, ensuring client satisfaction.
- Built strong interpersonal relationships, enhancing customer engagement and boosting sales.
- Upsold premium products by understanding customer preferences and providing tailored recommendations.
- Strengthened communication and negotiation skills, ensuring a seamless and positive customer experience.

SKILLS

- Professional Skills: Sales, Business to Business Commerce, Customer Relationship Management, Consultative Selling, Upselling Skills, Corporate Clients, Knowledge of Finance, Strategies of Pricing, Employee Retention, Customer Account Management, Negotiation Skills, Profit-Based Sales Targets, Customer Service, Business Development, Generation of Leads, Sales Processes, Sales Strategy, Customer Communications Management, Business Excellence, Business Requirements, Revenue Growth, Automotive Sales, Telecommunications

CERTIFICATIONS

Property & Casualty Licensed

All 50 states

Life and Health Licensed

State of NC & TN

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Reported: 120-130 items/month, \$110-120k premium/month

Allstate 1.5 years (corporate outbound)

P&C Licensed in all 50 states, Life & Health in NC & TN

Will work REMOTE in EST & CST

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

100+ outbound calls/day, pivot and cross selling, bundling, referral selling & some customer service