

# Direct Hire Candidate: 5246 \*\*3-5 Life apps/month\*\*

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## License Sales Professional

*Motivated Insurance Advisor licensed in Major Lines, Life, Health, and Accident, with over 10 years of experience in customer service and sales. Known for integrity, problem-solving skills, and the ability to quickly adapt and thrive in new roles and environments.*

## EXPERIENCE

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### Allstate Insurance Company April 2024 - Present

#### Marketing Sales Associate(Licensed)

- Generated self-sourced leads through proactive prospecting, networking, and leveraging existing relationships to expand the client base.
- Marketed insurance products through targeted campaigns, driving sales and increasing brand visibility in local markets.
- Attended weekly events to engage with potential clients, increase market presence, and stay connected with industry trends.
- Built and maintained strong relationships with Centers of Influence (COIs) to foster referrals and generate new business opportunities.

### Local State Farm Agency July 2022 - April 2024

#### Licensed Team Member

- Marketed a wide range of insurance products to individuals and businesses, identifying client needs and offering personalized solutions to drive sales growth.
- Bound insurance policies, ensuring coverage was tailored to the client's needs and fully compliant with company standards.
- Provided ongoing service to insurance policyholders, addressing inquiries, updating policies, processing claims, and ensuring customer satisfaction with their coverage.
- Built strong relationships with clients, maintaining regular communication to ensure their coverage remains up-to-date and relevant to their changing needs.

### Insurance Company June 2019 - July 2022

#### Licensed Insurance Agent

- Licensed Personal Lines Insurance Advisor, providing expert advice and guidance on insurance products tailored to individual needs.
- Managed incoming calls to set up insurance policies, ensuring accurate information and smooth onboarding for new clients.
- Sent email renewal updates and scheduled follow-up calls to keep clients informed and maintain ongoing relationships.
- Set and achieved weekly performance goals, consistently meeting sales targets and improving client satisfaction.
- Scheduled appointments and follow-ups with clients to ensure timely policy reviews, address inquiries, and provide ongoing support.

## EDUCATION

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### College

Associates Degree Business Marketing

## SKILLS

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- Professional Skills: Insurance Sales, Marketing, Sales, Customer Service, Calendar Management, Maintenance, Insurance Management and Aftercare, Administrative Operations, Business Marketing, Customer Account Management, Agriculture IT Skills: Microsoft Office

## CERTIFICATIONS

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### Property & Casualty and Life & Health Licensed

State of OH

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License Sales Professional

Direct Hire Candidate: 5246 \$3,500 \*\*3-5 LIFE APPS/MONTH\*\*

Reported:

- 20-30 items/month, \$20-30k premium/month (Allstate)
- 30-40 policies/month, \$30-40k premium/month (State Farm)

Allstate 1 year (MSA), State Farm 1.8 years, Independent 3 years

P&C, Life & Health Licensed in OH

Will work REMOTE in any time zone

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

80+ outbound dials/day, 20+ inbound calls with live leads, referral sales, pivot and cross selling, self lead generation, event marketing, networking, and customer service

Reports selling 3-5 new life policies/month during their time at State Farm