

Direct Hire Candidate: 5255

Licensed Sales Professional

EXPERIENCE

Insurance Company

January 2024 - Present

Insurance Agent

- Built strong client relationships by providing exceptional customer service and addressing inquiries or concerns promptly.
- Collaborated with underwriters to negotiate favorable terms for clients' insurance policies while ensuring compliance with company guidelines.
- Educated clients on the features, benefits, and exclusions of different insurance policies, helping them make informed decisions.
- Managed policy renewals by proactively reaching out to clients before expiration dates and offering updated coverage options.
- Participated in ongoing training to stay current on industry trends, product knowledge, and regulatory changes impacting the insurance market.
- Analyzed client needs and recommended suitable coverage options, ensuring comprehensive protection for each individual or business.
- Developed and maintained a portfolio of clients, providing personalized insurance solutions to meet their unique needs.

Local Allstate Agency

January 2021 - January 2024

Licensed Sales Professional

- Assisted clients with home and auto insurance needs, answering questions and conducting policy reviews to identify potential savings.
- Developed and maintained a portfolio of clients, providing personalized insurance solutions tailored to their needs.
- Analyzed client needs, recommended appropriate coverage options, and achieved a significant increase in sales revenue through effective cross-selling.
- Conducted thorough risk assessments for potential policyholders to ensure they had the right coverage.

Local Allstate Agency

April 2014 - January 2021

Licensed Sales Professional

- Began career in insurance as a customer service representative, developing a strong foundation in client relations and policy understanding.
- Acquired state license to sell Home and Auto insurance, expanding expertise to offer a range of affordable coverage options.
- Assisted clients with various insurance products, including Home, Auto, Renters, Motorcycle, Umbrella Policies, and more, ensuring they received the best coverage for their needs.

SKILLS

- Professional Skills: Customer Service, Insurance Management and Aftercare, Sales, Vehicle Insurance, Financial Underwriting, Negotiation Skills, Training Activities, Risk Analysis, Cross Selling, Motorcycles, Insurance Sales IT Skills: Microsoft Office

CERTIFICATIONS

Property & Casualty Licensed

State of OH

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Licensed Sales Professional

Reported: 15-25 policies/month, \$15-25k premium/month

Allstate 10 years, Nationwide 1 year

P&C Licensed in OH

Will work REMOTE in EST & CST

Desires a Sales or Hybrid role with an Allstate Agency @ \$40-45k+ base, with the ability to earn \$65k+ total

40+ outbound calls/day, 40+ inbound calls with live lead transfers, pivot and cross selling, bundling, and customer service