

# Direct Hire Candidate: 5253

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## Licensed Sales Professional

*Detail-oriented team player with strong organizational skills and the ability to manage multiple projects with accuracy. Seeking a full-time position that leverages interpersonal, time management, and problem-solving skills in a challenging and professional environment.*

## EXPERIENCE

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### Local Allstate Agency

March 2025-April 2025

#### Licensed Sales Professional

### Local Allstate Agency

April 2024-March 2025

#### Licensed Sales Professional

- Handled 25+ inbound calls daily, working with live leads and converting them into sales opportunities.
- Utilized pivot and cross-selling techniques to offer additional coverage and increase policy value for existing clients.
- Developed own leads through networking, referrals, and active prospecting, contributing to a strong client base.
- Specialized in bundling products, selling raw new policies, and providing exceptional customer service to ensure client satisfaction and retention.

### Logistic Company

September 2019 - January 2024

#### Trainer

- Streamlined onboarding processes and coordinated training for new hires to enhance their integration into roles and ensure understanding of company policies and performance strategies.
- Analyzed training metrics, student outcomes, and course delivery to generate reports for senior management, improving training quality.
- Managed day-to-day functions of the training department, ensuring efficient operations and the successful completion of complex projects for senior leaders.
- Coordinated incoming and outgoing shipments, ensuring compliance with regulations and maintaining schedules, while proactively resolving shipping issues to enhance customer satisfaction.
- Provided mentorship to new hires and staff, offering one-on-one support and constructive feedback to foster professional growth and improve team productivity.

### Transportation Company

June 2016 - September 2019

#### Senior Driver Recruiter

- Utilized targeted advertising campaigns and advanced search techniques on online job boards and social media to attract top talent in a competitive job market.
- Collaborated with management to evaluate training needs and develop tailored programs to address skill gaps in new hires.
- Negotiated competitive compensation packages to attract high-quality candidates while adhering to budgetary guidelines.
- Reduced time-to-fill ratios by proactively sourcing candidates through multiple channels, including job boards, referrals, and social media platforms.
- Facilitated successful onboarding and provided ongoing support to new hires, fostering a positive work environment and resolving conflicts when necessary to maintain strong professional relationships.

## SKILLS

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- Professional Skills: Metrics, Customer Satisfaction, Team Management, Feedback Management, Sales, Advertising Campaigns, Knowledge of Advertising, Social Media, Stakeholder Management, Recruitment, Time Management, Records Management

## CERTIFICATIONS

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### Property & Casualty Licensed

State of IL, MO & KS

## Direct Hire Candidate: 5253

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Licensed Sales Professional

Direct Hire Candidate: 5253 \$3,500

Reported: 25-35 items/month, \$25-35k premium/month

Allstate 1 year

P&C Licensed in IL, MO, KS

Will work REMOTE in CST, EST, or MST

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

100+ outbound calls/day, 25+ inbound calls with live leads, pivot and cross selling, developing their own leads, referrals, bundling, raw new sales, and customer service