

# Direct Hire Candidate: 5259

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## Licensed Sales Professional

*Motivated and high-achieving sales producer with strong written and verbal communication skills. Licensed in insurance sales with a focus on helping clients find the right coverage to protect their assets and manage risk, and a proven ability to collaborate effectively to achieve team goals.*

## EXPERIENCE

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### Local Allstate Agency

August 2023 - Present

#### Licensed Sales Professional

- Conducted thorough needs analysis to identify gaps in coverage and offered tailored insurance solutions to meet client needs.
- Built and maintained long-term client relationships through regular follow-ups, policy reviews, and exceptional customer service.
- Effectively cross-sold and upsold additional insurance products to existing clients, increasing policy coverage and revenue.
- Stayed informed on industry trends, product offerings, and regulatory changes to provide clients with accurate and up-to-date information.
- Consistently met or exceeded monthly sales targets by utilizing strong communication, persuasion, and closing techniques.
- Used CRM tools to track leads, manage client information, and follow up on sales opportunities, improving sales efficiency.
- Educated clients on the benefits of various insurance products, ensuring they understood the value of their coverage.
- Provided expert guidance on risk management and helped clients make informed decisions about their insurance needs.

### Wellness Company

January 2023 - August 2023

#### Administrative Assistant

- Confirmed appointments, communicated with clients, and ensured client records were up to date.
- Verified and maintained accurate insurance information in the system for patients.
- Explained treatment plans and payment options to clients, ensuring clarity and understanding.

## SKILLS

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- Professional Skills: Sales, Insurance Management and Aftercare, Insurance Claim Processing, Customer Satisfaction, Cultural Activities, Health Administration, Administrative Operations, Human Resources, Risk Analysis, Customer Service, Health Care

## CERTIFICATIONS

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### Property & Casualty Licensed

State of IN

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Licensed Sales Professional

Direct Hire Candidate: 5259 \$3,500

Reported: 40-50 items/month, \$40-50k premium/month

Allstate 1.5 years

P&C Licensed in IN

Will work REMOTE in any time zone

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

80+ outbound dials/day, 15+ inbound calls, referral sales, pivot and cross selling, marketing, creating lead lists, networking & customer service

**MUST OFFER HEALTH or Stipend**