

Direct Hire Candidate: 5263 **2-3 Life apps/month**

Licensed Sales Professional

Dynamic and results-oriented Insurance Sales Agent with 15+ years of experience in driving sales growth and delivering exceptional customer service. Skilled in managing daily operations, building strong client relationships, and implementing strategic initiatives to enhance office performance.

EXPERIENCE

Local Allstate Agency

2020-2025

Licensed Sales Professional

- Cultivated and maintained strong client relationships through clear communication of policy details, building trust and ensuring clients were well-informed about their coverage options.
- Ensured client understanding of insurance policies by explaining each section, outlining how the policy worked, and illustrating specific protections, resulting in enhanced satisfaction and confidence in their coverage decisions.

Insurance Company

2019-2020

Licensed Sales Professional

- Engaged with potential and existing clients to assess their insurance needs and provide customized coverage solutions.
- Developed and maintained strong client relationships, ensuring satisfaction and long-term retention.
- Prospected for new business through networking, referrals, and cold calling to expand the client base.
- Educated clients on various insurance products, including life, health, auto, and property coverage, ensuring they understood their options.

Local State Farm Agency

2018-2019

Licensed Team Member

- Consistently met or exceeded sales targets by effectively closing deals and upselling additional coverage options.
- Managed policy renewals, conducted regular policy reviews, and made recommendations for necessary adjustments based on changing client needs.
- Utilized CRM tools to track leads, manage client records, and follow up on potential sales opportunities.
- Provided exceptional customer service by addressing inquiries, processing claims, and assisting with policy changes.

Auto Dealership

2007-2018

Internet Sales Manager

- Effectively communicated with clients, actively listening to understand their wants and needs, and providing tailored solutions.
- Demonstrated excellent follow-up skills and time management to ensure timely responses and customer satisfaction.
- Built a loyal customer base through exceptional service and personalized vehicle recommendations.
- Conducted product demonstrations and facilitated test drives to showcase features and benefits.
- Negotiated favorable terms and successfully closed sales, ensuring mutually beneficial agreements.

SKILLS

- Professional Skills: Insurance Sales, Insurance Management and Aftercare, Customer Relationship Management, Customer Service, Sales, Demonstration Skills, Time Management, E-Commerce, Teaching, Calendar Management, Civil Procedure Law, Legal Knowledge, Business Development, Cold Calling Sales, Customer Account Management, Negotiation Skills, Product Demonstration, Presentations, Office Management, Child Care, Cardio-Pulmonary Resuscitation (CPR), Case Management, Data Collection, Commercial Driver's License (CDL) IT Skills: Microsoft Office, Electronic Filing System, Microsoft Outlook, Adobe Acrobat

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of MO & KS

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Licensed Sales Professional

Direct Hire Candidate: 5263 \$3,500 **2-3 LIFE APPS/MONTH**

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

Allstate 4.5 years, State Farm 1 year, Independent 1 year

P&C, Life & Health Licensed in MO & KS

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm or Allstate Agency @ \$45-50k base, with the ability to earn \$80k+ total

50+ outbound dials/day, 10+ inbound calls with live lead transfers, cross selling, pivot sales, win-backs, referral sales, self lead generation, customer service & reports selling 2-3 new life policies per month.