

# 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.