

# Direct Hire Candidate: 5262

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Licensed Sales Professional

## EXPERIENCE

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### Local Allstate Agency

*December 2012 - Present*

Licensed Sales Professional

- Solicited Personal & Commercial insurance policies, along with Life Insurance, Retirement, and Workers' Compensation, targeting households and businesses.
- Promoted to Property Lines Sales Leader in December 2014, later advancing to Office Manager in 2018 under new ownership.
- Managed agency customer accounts, processing endorsements and policy changes to ensure client satisfaction.
- Handled daily accounting, bookkeeping, and record filing for end-of-day transactions, maintaining accurate financial records.

### Securities Company

*September 2010 - November 2012*

Managerial Assistant

- Organized and filed customer portfolios, corporate solicitations, and prospectuses to maintain a well-structured system.
- Gained comprehensive knowledge of common and preferred stocks, options, and bond trading, while staying informed on general market trends.

## EDUCATION

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### University

Bachelors of Arts (Global Media Studies)

## SKILLS

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- Professional Skills: Filing Skills, Accounting, Commercial Insurances, Insurance Management and Aftercare, Sales, Cultural Activities, Administrative Operations, Trading, Market Trends, Financial Securities, Customer Demand Planning, Advertising Campaigns, Blogging Skills, Brand Management, Content Creation, Digital Marketing, Direct Marketing, Knowledge of Advertising, Marketing, Social Media, Exhibitions, Brainstorming, Social Issue, Research Skills IT Skills: Microsoft Office, Adobe Photoshop, Adobe Premiere Pro, Podcasting, Sound Recording and Reproduction

## CERTIFICATIONS

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### Property & Casualty and Life & Health Licensed

State of NY

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Licensed Sales Professional

Direct Hire Candidate: 5262 \$3,500

Reported: 20-30 items/month, \$20-30k premium/month

Allstate 12.5 years

P&C, Life & Health Licensed in NY

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate Agency @ \$40-45k base, with the ability to earn \$70k+ total

100+ outbound dials/day, 20+ inbound calls with live lead transfers, cross selling, pivot sales, referral sales, networking, office management, life insurance sales & customer service.