

# Direct Hire Candidate: 5260

Licensed Sales Professional

## EXPERIENCE

### Local Allstate Agency

March 2024 - April 2025

Licensed Sales Professional

- Fully licensed in Health, Casualty, Fire, and Life insurance, with a strong understanding of the industry and coverage options.
- Proficient in computer systems, phone communication, and customer interactions, with extensive experience working directly with the public.
- Conducted cold calls to generate leads, build relationships, and secure new clients.
- Wrote numerous insurance policies, providing clients with accurate and tailored coverage solutions.
- Took ownership of client inquiries, ensuring all questions were addressed accurately; when needed, proactively sought assistance to provide correct answers and deliver high-quality service.

### Local State Farm Agency

June 2023 - January 2024

Licensed Team Member

- Engaged with potential and existing clients to assess their insurance needs and provide tailored coverage solutions.
- Developed and maintained relationships with clients, ensuring their policies remain up-to-date and aligned with their evolving needs.
- Generated leads through cold calling, networking, and referrals, consistently meeting or exceeding sales targets.
- Educated clients on the benefits and features of various insurance products, including life, health, auto, and property coverage.

### Bank

August 2022 - June 2023

Teller

- Answered phone calls, addressing client inquiries and escalating questions to the deposit officer when necessary.
- Managed coin wrapping, money counting, and processed sewer payments accurately and efficiently.
- Opened and closed the office as needed, ensuring smooth daily operations.
- Maintained attention to detail and ensured accuracy in all financial transactions and customer interactions.

### Local Allstate Agency

January 2010-June 2020

Licensed Sales Profesional

- Gained experience in using computers, advertising, and phone systems to effectively communicate and engage with the public.
- Fully licensed in Health, Casualty, Fire, and Life insurance, with a comprehensive understanding of insurance products and coverage options.
- Client service and supporting the sales process in a customer-focused role.

## SKILLS

- Professional Skills: Sales, Cold Calling Sales, Cash Register Operation, Restaurant Operation, Banking Services, General Stores, Calendar Management, Filing Skills, Telephone Call Reception Management, Knowledge of Advertising, Assembly and Installation, Stock Control, Building Security, Agriculture IT Skills: Vector Graphics

## CERTIFICATIONS

### Property & Casualty and Life & Health Licensed

State of IL

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Direct Hire Candidate: 5260 \$3,500

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

Allstate 15 years

P&C, Life & Health Licensed in IL

Will work REMOTE in CST

Desires a Hybrid role with an Allstate Agency @ \$40k base, with the ability to earn \$60k+ total

150+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service