

Direct Hire Candidate: 5301

Licensed Sales Professional

Motivated and goal-oriented professional with over 8 years of management and sales experience, currently licensed with 2-15 and 2-20. Known for consistently driving revenue growth, enhancing the customer experience, and delivering outstanding service. Seeking a position that leverages my expertise while supporting long-term career growth.

EXPERIENCE

Local Allstate Agency

July 2024 - Present

Licensed Sales Professional

- Built and maintained strong client relationships through consistent communication and exceptional customer service.
- Managed policy renewals and updates with accuracy and efficiency, ensuring continuous coverage.
- Drove sales growth through proactive prospecting, strategic cross-selling, and identifying new market opportunities.
- Contributed to internal process improvements, enhancing daily agency operations and team productivity.
- Provided team support during high-volume periods, demonstrating adaptability and a collaborative mindset.
- Focused on strategic account management to retain top-tier clients and foster long-term loyalty.
- Cultivated new business through local networking and community partnerships.

Relocation Service

August 2023 - Present

Business Development Specialist/ Insurance Agent

- Secured high-value accounts by building rapport with key decision-makers and delivering tailored insurance solutions.
- Established long-term client partnerships through strategic relationship management and consistent follow-up.
- Enhanced lead generation by improving prospecting methods, resulting in higher-quality sales opportunities.
- Developed and executed sales strategies to increase revenue, profitability, and long-term business growth.
- Negotiated favorable terms with underwriters to ensure clients received comprehensive and cost-effective coverage.
- Delivered personalized commercial insurance solutions, increasing client satisfaction and retention.

Insurance Company

December 2020 - August 2023

Insurance Agent

- Developed in-depth knowledge of insurance products to deliver tailored coverage recommendations based on individual client needs.
- Managed claims and policy renewals efficiently, ensuring customer satisfaction and timely service.
- Built and expanded a strong client base through active prospecting, referrals, and strategic community networking.
- Educated clients on policy terms and procedures, fostering trust and long-term relationships.
- Collaborated with team members to align sales strategies with regional goals, contributing to agency growth.
- Monitored competitor offerings to maintain a competitive edge and improve service delivery.
- Stayed up to date on industry regulations and trends through continuous professional development.

SKILLS

Professional Skills: Sales, Customer Service, Business Development, Generation of Leads, Business Partnerships, Negotiation Skills, Customer Relationship Management, Sales Management, Financial Underwriting, Stakeholder Management, Strategies of Pricing, Retention Rate, Cross Selling, Customer Account Management, Market Segmentation, Customer Demand Planning, Pharmaceutical Sales, Insurance Claim Processing, Insurance Management and Aftercare, Health Care.

CERTIFICATIONS

Property & Casualty Licensed

State of FL

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Direct Hire Candidate: 5301 \$3,500

Reported: 50-60 policies/month, \$65-75k premium/month

Allstate 10 months, Independent 1 year (P&C), Independent 3 years (Health)

P&C, Life & Health Licensed in FL (2-15, 2-20)

Will work REMOTE in any time zone

Desires a Sales role with an Allstate (preferred) or State Farm Agency @ \$40-45k+ base, with the ability to earn \$90k+ total

60+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, referral sales, networking, win-backs, commercial sales, bundling & customer service