

# Direct Hire Candidate: 5307

Licensed Sales Professional

## EXPERIENCE

### Local Allstate Agency

December 2024-present

Licensed Sales Professional

### Local Allstate Agency

August 2023 - December 2024

Licensed Sales Professional

- Focused exclusively on new business sales, consistently driving calls and closing policies throughout the day
- Achieved over \$45,000 in new business premium and 30+ items in highest-performing month
- Excelled in relationship-based selling, prioritizing long-term client connections over transactional interactions
- Trained by Agents of Change Training Center, developing advanced sales techniques and goal-focused strategies

### Local State Farm Agency

February 2023 - June 2023

Licensed Team Member

- Provide personalized insurance solutions through sales of auto, home, and renters policies
- Deliver exceptional customer service by handling policy inquiries, billing, and coverage updates
- Support office goals through proactive outbound calls, lead follow-ups, and relationship-building with clients

### Beverage Warehouse

October 2018 - February 2023

Sales

- Managed daily retail operations, including inventory control and customer service
- Operated POS system efficiently for transactions, returns, and exchanges
- Handled cash, credit, and refunds with accuracy and accountability
- Assisted customers in-store and over the phone, resolving inquiries and ensuring satisfaction
- Stocked merchandise and maintained product displays to optimize retail presentation

## SKILLS

- Professional Skills: Sales, Business Development, Merchandising, Retail Commerce, Cash Management, Stock Control, Maintenance, Assembly and Installation, Customer Service, Accounting, Team Management

## CERTIFICATIONS

### Property & Casualty Licensed

State of PA, VA, WV, OH, MD & DE

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Reported: 20-30 items/month, \$15-25k premium/month

Allstate 1.7 years, State Farm 5 months

P&C Licensed in PA, VA, WV, OH, MD, DE

Will work REMOTE in EST & CST

Desires a Sales role with an Allstate or State Farm Agency @ \$35-40k base, with the ability to earn \$55k total

100+ outbound dials/day, 10+ inbound calls/day with live lead transfers, pivot and cross selling, referral sales, bundling, selling raw new leads, and customer service