

Direct Hire Candidate: 5310

Licensed Sales Professional

EXPERIENCE

Local Allstate Agency

October 2024-present

Licensed Sales Professional

Local Allstate Agency

January 2020 - March 2023

Insurance Broker/ Agency Manager

- Served as Lead Sales Producer, consistently achieving top producer status within both city and county rankings.
- Led a team of sales producers to meet and exceed monthly and annual performance goals through coaching, goal setting, and strategic planning.
- Wrote new policies daily across multiple lines including home, auto, renters, and commercial insurance.
- Conducted proactive outbound sales to generate new business and expand the agency's client base.
- Developed and presented innovative sales strategies and revenue-generating ideas to agency leadership, driving increased profitability and team performance.

Insurance Company

March 2023 - October 2024

Branch Manager

- Managed two locations and led daily store operations.
- Sold auto, home, and commercial insurance policies to meet customer needs.
- Set and tracked daily, monthly, and yearly sales goals for the team.
- Trained and supported staff to improve sales and customer service.
- Helped increase revenue by creating plans to boost performance.

US Military

December 2018 - December 2023

Corrections Officer

- Maintained safety and security within the correctional facility by supervising inmates and enforcing military regulations.
- Conducted inspections, headcounts, and perimeter checks to ensure order and prevent escapes or contraband activity.
- Responded to emergencies and incidents with discipline and professionalism, following military protocols and de-escalation techniques.

EDUCATION

University

Bachelors in Psychology

SKILLS

- Professional Skills: Sales, Insurance Sales, Profit-Based Sales Targets, Team Management, Insurance Management and Aftercare, Life Support, Medical Emergencies, Cardio-Pulmonary Resuscitation (CPR), Psychology IT Skills: Microsoft Excel

CERTIFICATIONS

Property & Casualty Licensed

State of CA, AZ, IL & WI

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Reported: 60-70 items/month, \$60-70k premium/month

Allstate 4 years, Independent 2 years

P&C Licensed in CA, AZ, IL, WI

Will work REMOTE in any time zone

Desires a Sales role with an Allstate Agency @ \$45k+ base, with the ability to earn \$85k+ total

150+ outbound dials/day, 5-10+ inbound calls with live lead transfers, referral sales, pivot and cross selling, agency management, commercial sales & customer service