

Direct Hire Candidate: 5317

Licensed Sales Professional

Results-oriented professional with strong leadership and critical thinking skills, energized by change and challenge. Strategic problem solver with a focus on detail and execution, dedicated to driving value and supporting organizational goals. Proven track record of increasing productivity, exceeding sales targets, and delivering results in high-pressure environments. Collaborative team player with excellent organizational and prioritization abilities.

EXPERIENCE

Local Allstate Agency

May 2022 - Present

Licensed Sales Professional

- Dialed outbound calls to warm internet leads, recommending insurance products based on customer needs and risk analysis.
- Consistently exceeded monthly sales goal of \$40,000 while maintaining 100% of required activity metrics.
- Organized and managed leads and prospects using Salesforce to ensure timely follow-ups and accurate tracking.
- Participated in ongoing training and coaching sessions to improve product knowledge and sales techniques.

Insurance Company

November 2021 - May 2022

Field Sales Agent

- Actively prospected and solicited new business outside the office to expand the client base and strengthen the business network.
- Generated new sales, retained existing members, and grew the book of business through cross-selling insurance, memberships, and financial products.
- Built strong customer relationships to drive satisfaction, brand loyalty, and long-term retention.
- Networked with local organizations and participated in community service initiatives to build connections and support nonprofit outreach.
- Quickly learned and applied company systems, guidelines, and processes to ensure efficient and compliant operations.

Funeral Company

April 2021 - November 2021

Certified Pre-Arrangement Advisor

- Presented in-person seminars, Zoom webinars, and participated in senior community events to generate leads and build relationships.
- Consistently exceeded \$40K+ in monthly production through seminars, web/mail leads, and self-generated referrals.

Social Media Company

March 2018 - June 2020

Pre-Planning Advisor/Life Insurance Agent

- Conducted pre-need funeral arrangements and led pre-planning seminars, generating 30+ leads monthly through networking and cold calling.
- Built strong community relationships through senior services, volunteering, and partnerships with assisted living facilities.
- Consistently exceeded sales goals while providing exceptional customer service and practicing ethical selling techniques.

EDUCATION

University

Bachelor of Science in Business Administration

SKILLS

Professional Skills: Sales, Insurance Management and Aftercare, Customer Service, Business Development, Cold Calling Sales, Presentations, Negotiation of Contracts, Insurance Sales, Customer Relationship Management, Negotiation Skills,

CERTIFICATIONS

Property & Casualty Licensed

State of GA, IL & WI

Direct Hire Candidate: 5317

Licensed Sales Professional

Direct Hire Candidate: 5317 \$3,500

Reported: 35-45 items/month, \$35-45k premium/month

Allstate 3 years

P&C Licensed in GA, IL, WI

Will work REMOTE in EST & CST

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

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