

Direct Hire Candidate: 5323

Licensed Sales Professional

EXPERIENCE

Local Allstate Agency

2023-present

Licensed Sales Professional

Local Allstate Agency

2022-2023

Licensed Sales Professional

Local Allstate Agency

2021-2022

Licensed Sales Professional

- Answered client inquiries regarding insurance coverage, providing clear explanations and support.
- Prospected and acquired new business to expand the branch's client base and drive growth.
- Uploaded and organized necessary documents on the office server to ensure accurate and accessible records.
- Collaborated on developing and articulating new strategies to grow and improve branch performance.

Paper Company

November 2020 - April 2021

Logistics Coordinator

- Coordinated local and international shipments of paper products, ensuring timely and accurate delivery.
- Supervised the loading and unloading of trucks and prepared Bills of Lading (BOLs) for all shipments.
- Managed a team of three clerks responsible for organizing and preparing products for dispatch.
- Scheduled freight pickups using BOLs and maintained communication with carriers.
- Oversaw inventory and quality control to ensure shipment accuracy and product integrity.

Eyewear Company

October 2019 - November 2020

Customer Service Representative

- Spoke with customers to review their medical history and ensure accurate, up-to-date records.
- Discussed recent appointments to verify follow-up needs and provide personalized support.

EDUCATION

University

Associate's Degree in Logistics

SKILLS

Professional Skills: Business Development, Insurance Management and Aftercare, Sales, Customer Service, Sales Strategy, Customer Relationship Management, Cold Calling Sales, Insurance Sales, Negotiation Skills, Sales Management, Team Management, Customer Account Management.

CERTIFICATIONS

Property & Casualty Licensed

State of GA & FL

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Reported: 25-35 items/month, \$20-30k premium/month

Allstate 4.3 years

P&C Licensed in GA, FL

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate Agency @ \$42-45k+ base, with the ability to earn \$65k+ total

150+ outbound calls/day, 10+ inbound calls with live leads, pivot and cross selling, developing their own leads, referrals, bundling, raw new sales, and customer service