

# Direct Hire Candidate: 5336

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Licensed Sales Professional

## EXPERIENCE

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### Insurance Agency

December 2023 - April 2025

Licensed Insurance Sales Representative

- Sold auto, home, renters, and umbrella insurance policies by assessing client needs and recommending tailored coverage solutions.
- Generated new business through outbound calls, referrals, community events, and digital lead follow-up.
- Conducted thorough policy reviews and identified cross-sell opportunities to maximize client protection and agency revenue.
- Maintained accurate records and ensured policy compliance while delivering prompt, personalized customer service.

### Local Allstate Agency

March 2022 - December 2023

Licensed Insurance Agent

- Built long-term client relationships by simplifying complex coverage options and ensuring clear understanding of policy terms.
- Utilized CRM systems to track leads, manage follow-ups, and ensure timely renewals and upselling opportunities.
- Collaborated with underwriting teams to ensure smooth policy binding and adherence to carrier guidelines.
- Delivered customized insurance solutions for high-risk or non-standard clients through thorough risk evaluation.
- Increased client retention through proactive service, including annual policy reviews and personalized check-ins.

### Retail Store

March 2013 - March 2022

Store Manager

- Managed daily operations including ordering equipment, maintaining inventory, and ensuring timely restocking.
- Provided in-person customer service at the counter, assisting with inquiries and processing transactions.
- Sold products over the phone by identifying customer needs and recommending appropriate solutions.

## SKILLS

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- Professional Skills: Sales, Insurance Sales, Cold Calling Sales, Insurance Management and Aftercare, Retail Management, Upselling Skills

## CERTIFICATIONS

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### Property & Casualty Licensed

State of AL & GA

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Reported: 15-25 items / \$25-35k premium per month

Experience: Allstate 1.5 years, Independent 2 years

Licensed in P&C – AL, GA (has temporary Life & Health, needs to take licensing exam)

Will work REMOTE in EST & CST; open to local opportunities near 36867 (Phenix City, AL)

Desires a Remote role with an Allstate Agency @ \$35k base, with the ability to earn \$60k+ total

100+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, and customer service.