

Direct Hire Candidate: 5343

Licensed Sales Professional

Motivated to apply years of experience working with the public by continuing to serve others with compassion and support. Eager to grow professionally while contributing to a positive and meaningful environment.

EXPERIENCE

Local Allstate Agency

August 2020 - January 2025

Licensed Sales Producer

Local Allstate Agency

May 2019 - March 2020

Licensed Insurance Agent

- Calculated insurance premiums and set up appropriate payment methods to finalize new policy sales.
- Evaluated and followed up on leads from referrals, databases, and cold calling to generate new business opportunities.
- Participated in weekly sales and training meetings, contributing ideas and offering feedback to improve team performance.
- Met with prospective clients in various settings to present insurance solutions tailored to individual and business needs.
- Reported policy changes and company updates impacting customer satisfaction, ensuring transparent communication.
- Conducted annual policy reviews to update client information and identify additional coverage opportunities.

Cellular Phone Company

November 2016 - April 2019

Assistant Store Manager

- Handled customer phone inquiries regarding billing, payments, upgrades, trade-ins, service changes, and returns.
- Managed cash drawer operations and prepared daily deposits to ensure accurate financial handling.
- Maintained a clean and organized store environment while performing opening and closing procedures.

Cellular Phone Company

September 2014 - October 2016

Sales Associate

- Responded to customer phone inquiries regarding billing, payments, upgrades, trade-ins, service changes, and returns, ensuring timely and accurate assistance.
- Handled cash drawer operations and completed daily fund deposits with accuracy and accountability.
- Maintained store cleanliness and organization, performing opening and closing procedures to support daily operations.

EDUCATION

University

Associate in Liberal Arts

SKILLS

- Professional Skills: Sales, Cold Calling Sales, Customer Satisfaction, Customer Demand Planning, Feedback Management, Customer Service, Confidentiality, Wireless Communications, Sales Promotion, Strategies of Pricing, Auditing Skills, Electronics, Knowledge of Finance, Knowledge of Furnishing, Retail Commerce, Stock Control, Safety Principles, Customer Retention, Insurance Sales, Retail Management
- IT Skills: Databases, Computer Literacy, Microsoft Office

CERTIFICATIONS

Property & Casualty Licensed

State of VA

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

Experience: Allstate 5 years

Licensed in P&C – VA

Will work REMOTE in any time zone

Desires a Sales role with an Allstate Agency @ \$40-45k base, with the ability to earn \$65k+ total

150+ outbound dials/day, 20+ inbound calls/day with live leads, pivot and cross selling, referral sales, bundling, developing their own leads, and customer service.

*Must offer health, dental, and retirement plan.