

Direct Hire Candidate: 5346

Licensed Sales Professional

Licensed Sales Producer with 5 years of sales experience and 4 additional years in customer service. Enthusiastic team player known for delivering excellent service, strong communication, and efficient productivity. Dependable, quick to learn, and self-motivated to leverage skills and experience in a results-driven sales position.

EXPERIENCE

Local Allstate Agency

February 2023 - Present

Licensed Sales Professional

Local Allstate Agency

September 2019 - February 2023

Sr. Licensed Sales Associate

- Quoted prospects and wrote new business policies across auto, home, and brokered carriers, including follow-up service and documentation.
- Generated leads through cold calling, referrals, and self-driven outreach while cross-selling to existing customers to maximize coverage.
- Educated potential and current clients on various insurance products, making personalized recommendations based on individual needs.
- Reviewed policies at renewal to ensure adequate coverage, build rapport, and improve client retention.
- Maintained accurate client records, managed service requests, and organized call lists to support ongoing customer engagement.
- Delivered excellent customer service and assisted in onboarding and training new employees to support team development and agency success.

College

February 2016 - August 2016

Student Services Coordinator

- Entered and tracked student attendance data; assisted students with inquiries regarding hours, absences, and program completion documentation.
- Created and maintained student folders, ensuring all required forms and signed documents were accurately filed and updated.
- Delivered orientation presentations to new classes, providing information on campus facilities, materials, and department procedures.
- Administered entry exams, coordinated and hosted graduation ceremonies, and managed the printing and mailing of program completion certificates.

College

August 2015 - February 2016

Admissions Coordinator

- Verified and processed enrollment documentation, followed up on missing or corrected items, and ensured accurate data entry and tracking.
- Managed lead assignments and entered admissions performance metrics for daily and weekly reporting.
- Monitored class attendance and re-entry processes to support seating capacity planning and student retention efforts.
- Assisted with admissions events, tracked attendance and outcomes, and maintained confidentiality while supporting enrollment operations.

SKILLS

- Professional Skills: Business Development, Cold Calling Sales, Customer Service, Generation of Leads, Sales, Calendar Management, Insurance Management and Aftercare, Professional Services, Typing Skills, Data Entry Skills, Event Management, Insurance Sales, Time Management, Scheduling, Administrative Operations IT Skills: Microsoft Excel, Data Logging, Microsoft Word, Microsoft Outlook, Microsoft Office

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of GA & CT

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Reported: 40-50 items/month, \$40-50k premium/month

Experience: Allstate 5.5 years

Licensed in P&C, Life & Health – GA, CT

Will work REMOTE in EST only

Desires a Sales or Hybrid role with an Allstate or State Farm Agency @ \$45k+ base, with the ability to earn \$75k total

70+ outbound calls/day, 10+ inbound calls with live leads, pivot and cross selling, referral sales, win-backs, re-quotes, bundling, self-lead generation, and customer service.