

# Direct Hire Candidate: 5365

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Licensed Sales Professional

*To obtain a position with a reputable company where I can contribute to organizational success while further developing my career and skills. Committed to supporting company goals and exceeding performance expectations.*

## EXPERIENCE

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### Local Allstate Agency

*April 2018 - January 2025*

Licensed Sales Professional

- Sold Property & Casualty insurance policies by identifying client needs and recommending appropriate coverage options.
- Delivered excellent customer service by addressing policy inquiries, processing changes, and supporting claims handling.
- Maintained strong client relationships through regular follow-up and policy reviews.
- Supported agency growth by cross-selling additional products and assisting with lead generation initiatives.

### Life and Casualty Company

*June 2017 - March 2018*

Insurance Agency

- Sold life insurance, health insurance, and annuities by assessing client needs and presenting tailored solutions.
- Provided ongoing service and support to existing client accounts, ensuring satisfaction and policy accuracy.
- Conducted policy reviews to identify upsell opportunities and recommend additional coverage.
- Maintained compliance with industry regulations while building long-term client relationships.

### Property Company

*April 2015 - May 2017*

Appraiser Trainee

- Researched market data, subject properties, and comparable sales to support valuation analysis.
- Assisted in developing adjustment values and formulating credible opinions of value.
- Contributed to the preparation and completion of final appraisal reports

## EDUCATION

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### University

Bachelor's of Arts

## SKILLS

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- Professional Skills: Sales, Customer Service, Insurance Management and Aftercare, Auditing Skills, Search Engine Optimization, Generation of Leads, Project Management, Market Data, Customer Relationship Management IT Skills: Microsoft Excel, Data Analysis, Microsoft Office, Avid Media Composer

## CERTIFICATIONS

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### Property & Casualty Licensed

State of AZ

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Reported: 25–35 items/month, \$18–28k premium/month

Experience: Allstate 6.5 years

Licensed in: P&C – AZ

Will work REMOTE in any time zone

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

An Allstate producer is looking for a remote position with an Allstate agency. The candidate has a background in 25+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, developing their own leads, referrals, bundling, networking, and customer service.