

Direct Hire Candidate: 5377

Licensed Sales Professional

Seeking an Insurance Agent position with a company where I can leverage my prior experience and contribute innovative ideas to drive new business opportunities and deliver exceptional service. Committed to supporting organizational growth through client-focused solutions and consistent performance.

EXPERIENCE

Local Allstate Agency

August 2019 - Present

Licensed Sales Professional

- Remained up to date on insurance coverage provisions, industry regulations, and legislation to ensure clients fully understood their policies and available services.
- Cold-called and followed up with leads to generate new business and grow the client base.
- Handled policy cancellations and submitted required documents to lienholders for new policy activation.
- Provided proof of insurance, processed payments, and kept clients informed of payment status and issues.
- Issued ACORD forms and gathered required information to assess commercial insurance needs and match clients with appropriate coverage.
- Prepared applications for binding and renewals, ensuring accuracy and completeness prior to submission.
- Applied strong problem-solving skills to identify and recommend optimal coverage solutions for clients.

Insurance Agency

March 2018 - July 2019

Insurance Agent

- Identified prospective clients through referrals, lead lists, and outreach efforts to grow the book of business.
- Scheduled and conducted client meetings to assess insurance needs and present tailored coverage options.
- Performed follow-up calls to nurture leads, maintain relationships, and drive policy conversions.
- Advised clients on appropriate insurance coverage and conducted periodic policy reviews to ensure continued suitability.
- Prepared insurance proposals, completed necessary documentation, and submitted applications to underwriters.
- Tracked daily sales activity and managed stock of sample materials to support business development efforts.

Retail Store

October 2009 - December 2016

Operations Team Member

- Performed daily organization and housekeeping tasks to maintain a clean, well-stocked counter and inventory area.
- Communicated regularly with department managers and account executives to address counter needs and ensure smooth operations.
- Delivered exceptional customer service, consistently meeting and exceeding monthly sales and service goals.

SKILLS

- Professional Skills: Knowledge of Laws, Commercial Insurances, Sales, Customer Service, Housekeeping Skills, Training Activities, Insurance Management and Aftercare, Scheduling, Business Marketing, Business Development, Cold Calling Sales, Insurance Sales, Customer Account Management

CERTIFICATIONS

Property & Casualty Licensed

State of NY

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Reported: 20–30 policies/month, \$20–30k premium/month

Experience: Allstate 5.5 years, Farmer's 8 months

Licensed in: P&C – NY

Will work REMOTE in EST or CST

Desires a Customer Service or Hybrid role with an Allstate Agency @ \$45k+ base, with the ability to earn \$70k+ total

An Allstate experienced LSP is looking for a remote position with an Allstate agency. The candidate has a background in 25+ outbound calls, 35+ inbound calls, pivot and cross selling, referrals, policy reviews, commercial sales, win-backs, and customer service.