

# Direct Hire Candidate: 5377

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## 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

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### 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

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- 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

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### 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.