

# Direct Hire Candidate: 5381

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## Licensed Sales Professional

*Organized and dependable professional with a proven ability to manage multiple priorities while maintaining a positive attitude. Known for taking initiative and embracing responsibilities to help teams exceed goals. Reliable, adaptable, and committed to contributing to team success in dynamic work environments.*

## EXPERIENCE

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### Local Allstate Agency

March 2023 - Present

#### Licensed Sales Professional

- Attended continuing education courses and workshops to stay current on insurance industry trends and regulations.
- Advised clients on coverage options to protect assets, offering product guidance based on individual needs.
- Promoted insurance products and services using effective upselling techniques and tailored sales strategies.
- Built lasting client relationships through trust, education, and personalized service to meet evolving coverage needs.
- Prospected new clients through networking, referrals, lead databases, and cold calling to drive business growth.

### Art Collective

April 2022 - March 2023

#### Lead Security Guard

- Wrote detailed incident reports on property damage, theft, unauthorized access, and unusual occurrences.
- Investigated complaints by gathering information, implementing resolutions, and completing follow-ups.
- Enforced security procedures and safely escorted non-compliant individuals from the premises.
- Monitored premises for suspicious activities, criminal acts, and policy violations.
- Reviewed surveillance footage and alerted appropriate personnel to any security discrepancies.

### Cellular Phone Company

July 2017 - April 2022

#### Sales Representative

- Developed new business and built lasting customer relationships to drive repeat sales.
- Implemented tailored sales strategies to increase revenue and meet performance goals.
- Conducted cold calls and follow-ups to convert leads into paying clients.
- Customized product recommendations based on individual client needs and preferences.
- Diagnosed mobile device issues and provided effective solutions through troubleshooting.

## SKILLS

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- Professional Skills: Cold Calling Sales, Sales Strategy, Customer Relationship Management, Incident Report, Safety Principles, Business Development, Sales, Active Listening Skills, Consultative Selling, Requirements Analysis IT Skills: Databases

## CERTIFICATIONS

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### Property & Casualty Licensed

State of NM

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Reported: 30-40 items/month, \$40-50k premium/month

Allstate 2.3 years

Licensed in P&C – NM

Will work REMOTE in any time zone

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

An Allstate LSP is looking for a remote position with an Allstate agency. The candidate has a background in 50+ outbound dials/day, 10+ inbound calls with live leads, referral sales, networking, pivot and cross selling, bundling, requotes, and customer service.