

Direct Hire Candidate: 5381

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

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

- 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

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.