

# Direct Hire Candidate: 5393

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Licensed Sales Professional

## EXPERIENCE

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### Local Allstate Agency

2023-2025

Licensed Sales Professional

### Local Allstate Agency

2022-2023

Licensed Sales Professional

### Local Allstate Agency

2021-2022

Licensed Sales Professional

### Local Allstate Agency

2020-2021

Licensed Sales Professional

### Local Allstate Agency

2019-2020

Licensed Sales Professional

- Interviewed prospective clients to gather information about their financial resources and current coverage.
- Analyzed clients' existing insurance policies and recommended additions or changes to ensure adequate protection.
- Built strong client relationships through consistent follow-up, contributing to high customer retention and referral growth.
- Developed and implemented effective sales strategies tailored to individual client needs.
- Earned the Commitment to Excellence Award for Bundling Mastery.
- Achieved the Century Club Award for exceeding 100 items sold in a single month.

### Finance Company

2017 - 2019

Manager

- Reviewed detailed financial reports and monitored customer accounts to identify trends, discrepancies, and improvement opportunities.
- Developed and implemented strategic plans to drive business growth, expand customer base, and increase profitability.
- Assessed financial risk and designed mitigation strategies to support sustainable business operations and compliance.

### Title and Abstract Company

2013 - 2017

Assistant

- Established and nurtured positive client relationships by handling initial calls from prospective clients with professionalism and efficiency.
- Performed rapid and accurate data entry while maintaining detailed activity logs for comprehensive business documentation.
- Organized and updated client files to ensure records remained current, complete, and easily accessible.
- Managed invoicing and processed outgoing payments in a timely and accurate manner to support business operations.

## SKILLS

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- Professional Skills: Sales, Knowledge of Finance, Data Entry Skills, Knowledge of Sociology, Accounting, Event Management, Financial Risk

## CERTIFICATIONS

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### Property & Casualty Licensed

State of CA, TN, AR & MS

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

Experience: Allstate 6 years

Licensed in P&C – CA, TN, AR, MS

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate Agency @ \$48k base, with the ability to earn \$80k+ total

An Allstate LSP with 6 years of experience is looking for a remote position with an Allstate agency. The candidate has a background in virtually every part of the insurance industry, including: 100+ outbound dials/day, 10+ inbound calls with live leads, referral sales, pivot and cross selling, bundling, requotes, win-backs, and customer service. They emphasize having sold 100+ items in one month, and 50+ items with a previous agent.

MUST OFFER HEALTH STIPEND