

# Direct Hire Candidate: 5403

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Licensed Insurance Producer

## EXPERIENCE

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### Insurance Company

*September 2023 - Present*

Licensed Insurance Producer / Team Leader

- Developed personalized insurance quotes and educated clients on coverage options across various product lines
- Conducted cold calls and direct email outreach to generate new leads and expand the customer base
- Cross-sold additional insurance products to existing clients based on evolving needs and life changes
- Stayed current on industry trends, market conditions, and competitor offerings to maintain a competitive edge
- Led monthly training, coaching, and mentoring sessions to improve sales associates' product knowledge and selling techniques
- Designed and executed effective sales strategies and promotional initiatives to drive growth and client engagement
- Collaborated with the management team to set and achieve sales targets aligned with overall business objectives

### Allstate

*April 2015 - September 2023*

Licensed Insurance Producer

- Managed a large book of commercial insurance business, ensuring client satisfaction and policy retention
- Conducted outbound calls to both prospective and existing clients to educate them on Allstate's commercial product offerings
- Attended community events to promote brand awareness and generate new business leads
- Leveraged personal and professional networks to identify and pursue potential commercial insurance clients
- Provided tailored coverage recommendations to meet the unique needs of businesses across various industries

### Retail Store

*October 2000 - April 2015*

Pro Sales Supervisor

- Assisted customers with sales orders, providing product information and personalized recommendations
- Quoted and sold specialty products, ensuring accuracy and alignment with customer needs
- Delivered customer orders using a box truck, maintaining timely and professional service
- Followed up with customers and vendors to resolve delivery issues and ensure customer satisfaction
- Used RF scanners to log inventory into the database and maintain accurate stock records
- Managed team schedules, processed PTO requests, and ensured adequate staffing for daily operations
- Interviewed prospective employees and assisted in hiring decisions to support team growth

## CERTIFICATIONS

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Licensed in P&C, Life & Health – GA

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Licensed Insurance Producer

Reported: 40–50 items/month, \$50–60k premium/month

Experience: Allstate 8 years, Independent 2.5 years

Licensed in P&C, Life & Health – GA

Will work REMOTE in CST, EST

Desires a Sales role with an Allstate Agency @ \$45k base, with \$75k+ earning potential

100+ outbound dials/day, 20+ inbound calls/day with live lead transfers, pivot & cross selling, referral sales, bundling, commercial sales, & customer service