

# Direct Hire Candidate: 5390

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Licensed Insurance Producer

## EXPERIENCE

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### Allstate Insurance

May 2024 - Present

Licensed Insurance Producer

- Called and quoted new leads and former customers to generate new business and increase policy retention
- Explain policy features, coverage options, benefits, and exclusions in a clear and professional manner
- Successfully won back previous clients by identifying their needs and offering competitive insurance solutions
- Licensed Insurance Agent with experience in delivering personalized coverage recommendations across multiple lines
- Stay up to date with industry trends, underwriting requirements, and policy changes

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### State Farm

April 2023- May 2024

Licensed Insurance Producer

- Handled incoming sales leads and converted them into new policy sales across all lines of insurance
- Proactively contacted current customers to pivot conversations toward additional lines of coverage and cross-sell opportunities
- Performed service tasks including processing payments, adding vehicles, and updating policy information
- Delivered personalized insurance solutions by assessing customer needs and recommending appropriate products
- Maintained strong client relationships through responsive service and consistent follow-up

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### State Farm Mutual Automobile

October 2022 - March 2023

Licensed Insurance Agent

- Wrote all forms of insurance policies, including auto, home, life, and other personal lines of coverage
- Processed customer payments accurately and efficiently while maintaining detailed account records
- Assisted clients by answering policy questions, explaining coverages, and resolving concerns to ensure satisfaction
- Worked leads to identify and engage prospective customers, generating new business opportunities
- Provided exceptional customer service and support throughout the sales and policy lifecycle

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### Car Dealership

January 2018 - October 2022

Various Roles

- Contacted customers post-visit to gather feedback and encourage survey participation
- Reached out to retention customers to re-engage and encourage repeat business
- Sent recall postcards to inform customers of vehicle safety or maintenance updates
- Handled general administrative tasks including filing, answering phones, and scheduling service appointments
- Provided flexible support to the Service Manager by assisting with various tasks as needed to ensure smooth department operations

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## CERTIFICATIONS

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Licensed in P&C – TX, MS, LA

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Licensed Insurance Producer

Reported: 35–40 items/month, \$30–40k premium/month

Experience: Allstate 1 year, State Farm 3 years

Licensed in P&C – TX, MS, LA

Will work REMOTE in CST, MST

Desires a Sales role with an Agency @ \$35k base, with \$80k+ earning potential

30+ outbound dials/day, 20+ inbound calls/day, referral sales, pivot and cross selling, lead generation, bundling, & customer service.