

# Direct Direct Hire: 5372 \*\*2-4 Life Apps/Month\*\*

Licensed Insurance Producer

## EXPERIENCE

### Allstate

2024 - Present

Licensed Insurance Producer

- Worked in a high-volume, sales-focused role, receiving and converting multiple live paid leads daily into closed insurance policies
- Specialized in objection handling and delivering personalized insurance solutions to maximize conversions and client satisfaction
- Consistently exceeded daily and monthly sales targets through effective communication, needs-based selling, and closing techniques
- Participated in ongoing sales training to refine strategies, enhance product knowledge, and stay aligned with industry best practices
- Managed customer inquiries, processed policy applications, and ensured a smooth and professional client experience from start to finish

### State Farm Insurance

2020 - 2024

Licensed Insurance Producer

- Advanced from no prior insurance background to top-producing sales agent within the first few months of employment
- Promoted to Sales Manager, responsible for hiring, training, and mentoring new team members in sales strategies and customer service best practices
- Drove consistent growth in sales and client retention by delivering tailored property and life insurance solutions
- Led the team in meeting and exceeding sales targets while enhancing customer satisfaction through personalized policy recommendations
- Applied strong problem-solving and multitasking skills to manage complex client needs and multiple priorities simultaneously
- Demonstrated technical proficiency with CRM systems and insurance software to streamline operations and improve workflow efficiency

## CERTIFICATIONS

Licensed in: P&C, Life & Health – TN, AL

## SKILLS

- Professional Skills: Customer Service, Sales, Profit-Based Sales Targets, Customer Relationship Management, Mentoring, Customer Satisfaction, Customer Demand Planning, Customer Experience, Insurance Sales, Business Development, Employee Retention, Sales Promotion, Insurance Management and Aftercare, Sales Training, Upselling Skills, Revenue Growth, Carrying out Assessments, Objection Handling

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Licensed Insurance Producer

Reported: 20–30 items/month, \$20–30k premium/month

Allstate 1.5 years, State Farm 4 years

Licensed in: P&C, Life & Health – TN, AL

Will work REMOTE in EST & CST

Desires a Sales or Hybrid role with any agency @ \$40–45k base, with \$60k+ earning potential

100+ outbound dials/day, 20+ inbound calls/day, pivot and cross selling, referral sales, bundling, selling raw new leads, & customer service. Reports 2-4 life policies per month.