

# Direct Hire Candidate: 5371

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Licensed Insurance Producer

## EXPERIENCE

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### Allstate

September 2024 - Present

Licensed Insurance Provider

- Explained various insurance policies and product options to prospective and existing clients, ensuring clear understanding of coverage details and benefits
- Guided clients through the selection process to tailor insurance solutions that best met their individual needs and budgets
- Recommended policy updates and modifications to maintain alignment with evolving client circumstances
- Designed and built customized insurance packages by bundling appropriate coverages across multiple product lines
- Marketed and promoted insurance offerings through digital outreach, advertising campaigns, and targeted lead generation
- Maintained strong time management skills to balance prospecting, client communication, and administrative tasks in a remote environment

### State Farm

June 2024 - September 2024

Licensed Insurance Provider

- Educated potential and existing clients on a wide range of insurance products, including auto, home, life, and health coverage
- Guided clients through needs-based assessments to help them select personalized insurance solutions
- Reviewed existing policies and recommended updates or modifications to ensure proper protection and cost-effectiveness
- Designed and built customized insurance packages tailored to each client's unique circumstances and risk profile
- Maintained a client-focused approach to deliver exceptional service and foster long-term policyholder relationships

### Security Company

September 2022 - May 2024

Branch Manager

- Represented products with professionalism, promoting trust and delivering high-quality client service in a remote setting
- Presented home automation and security system options to new homeowners, delivering clear, ethical, and professional service to build trust and close sales
- Managed a high-volume lead route with precision, demonstrating strong time management and consistent follow-through
- Excelled in a performance-driven environment, consistently exceeding sales targets through strong closing skills and a self-motivated mindset
- Promoted rapidly from Sales Representative to Office Manager due to top-tier results and leadership potential
- Hired, trained, and motivated a local sales team, leading from the front by actively selling in the field while coaching team members to reach individual goals

## CERTIFICATIONS

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P&C Licensed in the States of OK, TX, AR, KS; L&H TX & MI

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Reported: 40-50 items/\$40-50k premium/month

Allstate 1.5 years State Farm 4mo

P&C Licensed in the States of OK, TX, AR, KS; L&H TX & MI

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate Agency @ \$40-45k base, with the ability to earn \$85k+ total

100+ outbound dials/day, 10+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling & customer service.