

Direct Hire Candidate: 5411

Licensed Sales Professional

EXPERIENCE

Local Allstate Agency

May 2023 - December 2024

Licensed Sales Professional

- Collaborated with clients to ensure affordable, comprehensive protection for their most valuable assets
- Managed and serviced multiple books of business totaling over 5,000 clients within the agency
- Maintained strong customer relationships by conducting policy reviews and identifying coverage gaps
- Consulted existing clients on the value of additional coverage to enhance their protection
- Performed 100+ daily cold calls to generate leads and expand the client base
- Resolved complex client concerns through strong problem-solving and decision-making skills
- Provided technical assistance for payments and supported clients via phone and online platforms

Insurance Company

October 2022 - May 2023

Licensed Sales Producer

- Consulted existing clients on the importance of adding protection through additional lines of coverage
- Delivered high-quality customer service by resolving complex concerns regarding insurance policies
- Reviewed current policies with clients to identify gaps and recommend appropriate adjustments
- Educated clients on maintaining adequate protection tailored to their unique circumstances
- Built strong customer relationships by ensuring affordable and comprehensive coverage solutions
- Conducted over 100 daily outbound calls to generate leads and support agency growth

Local Allstate Agency

March 2022 - October 2022

Licensed Sales Professional

- Assessed client needs and presented tailored auto, home, and renters insurance solutions to ensure proper protection
- Generated new business through cold calling, referrals, and community outreach, consistently exceeding monthly sales targets
- Conducted policy reviews to identify coverage gaps, upsell additional products, and improve client retention
- Educated clients on P&C policy options, claims processes, and discounts, building trust and long-term relationships

Local Allstate Agency

May 2020 - March 2022

Licensed Sales Professional

- Built customized insurance packages for individuals and families by evaluating risk exposure and coverage needs
- Maintained accurate records of client interactions, policy changes, and renewals using agency management systems
- Supported clients throughout the claims process, ensuring a smooth experience and maintaining high satisfaction
- Leveraged cross-selling and bundling strategies to increase policy count and strengthen customer relationships

EDUCATION

University

Bachelor of Science in Political Science

SKILLS

- Professional Skills: Customer Relationship Management, Customer Service, Sales, Insurance Management and Aftercare, Cold Calling Sales, Strategic Management, Conflict Resolution, Data Entry Skills, Insurance Sales, IT Skills: Microsoft Word, Microsoft Windows, Microsoft Outlook, Microsoft Office

CERTIFICATIONS

Property & Casualty Licensed

State of TX & MD

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Direct Hire Candidate: 5411 \$3500

Reported: 25–35 items/month, \$35–45k premium/month

Experience: Allstate 4 years, Geico 6 months

Licensed in P&C – TX, MD

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 \$80k+ total

An Allstate producer is looking for a remote opportunity with an Allstate agency. The candidate has a background in 100+ outbound calls/day, 20+ inbound calls with live leads, pivot and cross selling, developing their own leads, referrals, bundling, networking, and customer service.