

# Direct Hire Candidate: 5419

Licensed Sales Professional

## EXPERIENCE

### Local Allstate Agency

May 2024 - Present

Insurance Agent

- Developed and implemented customized insurance plans tailored to each client's individual risk profile and coverage needs
- Assessed customer risk levels and provided expert recommendations on appropriate coverage options across multiple product lines
- Responded promptly to client inquiries, resolving concerns efficiently to ensure policy satisfaction and retention
- Built and maintained strong client relationships, delivering high-touch service to foster trust and long-term loyalty

### Life Insurance Agency

July 2023 - April 2024

Insurance Agent

- Established and maintained strong customer relationships through regular outreach and proactive follow-ups, ensuring high satisfaction and retention
- Scheduled and conducted on-site visits and presentations to engage with new, existing, and prospective clients
- Prospected for new business and consistently met weekly quotas for client appointments to drive growth and expand the customer base

### Benefits Company

November 2022 - June 2023

Insurance Producer

- Generated leads and engaged prospects through outbound outreach and relationship-building strategies
- Responded to customer inquiries and resolved issues promptly to ensure a high level of client satisfaction
- Conducted in-depth needs analyses to match clients with appropriate insurance products and coverage solutions

### Home Improvement Company

January 2022 - October 2022

Sales Manager

- Cultivated strong client relationships by understanding individual business needs and delivering tailored solutions
- Generated new sales opportunities through proactive outreach, networking, and direct client engagement
- Provided high-quality customer support, contributing to increased client satisfaction and long-term retention

## SKILLS

- Professional Skills: Customer Relationship Management, Customer Service, Customer Satisfaction, Customer Retention, Sales, Insurance Management and Aftercare, Generation of Leads, Customer Support, Business Development, Insurance Sales, Negotiation Skills, Upselling Skills, Customer Account Management

## CERTIFICATIONS

### Property & Casualty Licensed

State of NC, SC & GA

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Reported: 35–45 items/month, \$40–50k premium/month

Experience: Allstate 1.3 years

Licensed in P&C – NC, SC, GA

Will work REMOTE in any time zone

Desires a Sales role with an Allstate or State Farm Agency @ \$35–40k+ base, with the ability to earn \$70k total

A sales producer with Allstate insurance experience is looking for a remote opportunity with an Allstate or State Farm agency. The candidate's responsibilities include: 150+ outbound dials/day, 10+ inbound calls/day with live leads, pivot and cross selling, referral sales, bundling, developing their own leads, selling raw new leads, and customer service.