

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.