

Direct Hire Candidate: 5450

Licensed Sales Professional

I am a collaborative team player who thrives in both independent and team environments. While I excel in sales, I also bring strong customer service skills and a natural ability to de-escalate and calm even the most challenging client interactions. I'm seeking a part-time role in a positive, supportive workplace where I can apply my experience to assist both clients and colleagues. A quick and adaptable learner, I'm comfortable wearing multiple hats and stepping in wherever needed to help the team succeed.

EXPERIENCE

Local Allstate Agency

March 2024 - May 2025

Lead Licensed Sales Professional

- Rapidly promoted to lead sales agent within 6 months, surpassing annual sales performance of peers.
- Operated independently to consistently generate 30+ VC items in multiple months through strategic outreach and sales execution.
- Converted inbound calls into cross-sales opportunities by delivering exceptional customer service and identifying client needs.
- Averaged 18+ VC items per month through outbound cold calling and effective follow-up strategies.
- Provided actionable feedback on lead quality and documented obstacles to support continuous improvement in sales processes.
- Maintained a high volume of outbound calls and a consistently positive attitude in a fast-paced sales environment.

Local Allstate Agency

August 2023- January 2024

Service and Sales Agent

- Received expert training in insurance operations, beginning in service and quickly advancing to Inside Sales, handling both service and cross-sales in a high-volume call environment.
- Conducted audits on policy cancellations, flood coverage, and payment failures to ensure accuracy and compliance.
- Managed inbound service calls, retained at-risk clients, and routed appropriate calls to the outside sales team.
- Educated clients on coverage options and policy details, empowering them to make informed decisions and generating consistent cross-sales.

SKILLS

- Professional Skills: Sales, Customer Service, Cold Calling Sales, Telephone Call Reception Management, Knowledge of Direct Selling, Management of Expenses, Office Management, User Assistance, Demonstration Skills, Payroll Management, Billing Processes, Time Management
- IT Skills: Microsoft Word, Microsoft Excel

CERTIFICATIONS

Property & Casualty Licensed

State of TX

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

Experience: Allstate 1.5 years

Licensed P&C in TX

Will work REMOTE in CST or EST

Desires a Sales role with an Allstate Agency @ \$40–45k base, with the ability to earn \$80k total

A high-producing Allstate team member is looking for a remote opportunity. This candidate handles 50+ outbound dials/day and 10+ inbound calls, and has a strong background in pivot and cross selling, bundling, referral sales, win-backs, lead generation, marketing, networking, and sales management. Customer-focused with proven results.