

# Direct Hire Candidate: 5491

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Licensed Insurance Producer

## EXPERIENCE

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### Allstate Insurance

*August 2023 - April 2025*

Licensed Insurance Producer

- Identify and pursue new business opportunities to drive agency growth.
- Present and sell Allstate insurance products and services to prospective clients.
- Develop and implement effective sales strategies to meet and exceed targets.
- Build and maintain a strong, loyal book of business through consistent follow-up and relationship management.
- Cross-sell additional Allstate products to existing customers to maximize coverage and value.
- Stay up to date on insurance products, industry regulations, and market trends.
- Maintain accurate records, documentation, and compliance with all insurance standards and regulations.
- Operate independently while collaborating effectively within a team environment.

### Independent

*January 2023 - August 2023*

Life Insurance Broker

- Advise clients on insurance solutions tailored to their individual needs and financial goals.
- Serve as an intermediary between clients and insurance carriers, ensuring seamless communication and service.
- Deliver exceptional customer service to support client satisfaction and long-term retention.
- Proactively grow the customer base through outreach and relationship-building strategies.
- Conduct thorough interviews with prospective clients to gather relevant financial and personal information.
- Present and sell life insurance policies that provide death benefit protection and financial security.
- Analyze clients' existing insurance portfolios and provide informed recommendations for improvement or additional coverage.
- Maintain accurate and organized electronic and physical records in compliance with regulatory standards.

### Custom Home Builder

*August 2014 - May 2023*

Manager

- Supported all phases of the residential construction process, from initial concept through to obtaining the Certificate of Occupancy.
- Handled bookkeeping duties, including organizing and entering receipts and invoices into Excel spreadsheets for accurate financial tracking.
- Provided timely follow-up by scheduling and conducting home showings for prospective clients.
- Conducted competitive analysis of new construction projects and recommended strategic adjustments to maximize project outcomes.
- Delivered exceptional customer service by educating clients on the full build process, best practices, and maintaining clear, consistent communication from start to finish.

## EDUCATION

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### Community College

Associate's Degree

## CERTIFICATIONS

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Licensed P&C in: **NY, CT, NJ, PA, VA, MD, TX, NE, NC, SC**

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Licensed Insurance Producer

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

Experience: Allstate 1.5 years, Independent 6 months

Licensed P&C in: NY, CT, NJ, PA, VA, MD, TX, NE, NC, SC

Will work REMOTE ONLY in EST, CST, or MST

Desires a Sales role with an Allstate Agency @ \$40–45k base, with \$90k+ earning potential

100+ outbound dials/day, 5+ inbound live leads, pivot & cross selling, referral sales, bundling, creating their own leads, re-quotes, win-backs, policy reviews, & top-tier customer service.