

Direct Hire Candidate: 5533

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

November 2018 - May 2025

Licensed Insurance Producer

- Managed end-to-end client onboarding, ensuring smooth policy setup and seamless transition into service.
- Proactively engaged existing clients to identify opportunities for cross-selling, policy upgrades, and additional coverage, increasing overall items per account.
- Conducted regular account reviews to assess client needs, resolve concerns, and recommend tailored insurance solutions.
- Maintained consistent monthly sales performance while focusing on retention and expansion of active accounts.
- Achieved an average 35%+ close rate across product lines through strategic follow-up and needs-based selling.
- Experienced working with multiple carriers to provide customized solutions for diverse client needs.

Liberty Mutual Insurance

May 2016 - February 2018

Licensed Insurance Producer

- Handled 40–50 inbound sales calls daily, consulting customers on personal lines insurance across 46 states.
- Executed effective cross-selling strategies to secure multiple lines of insurance per household, increasing closing percentage and overall sales.
- Consistently achieved and exceeded monthly KPIs and sales goals.
- Earned prestigious awards for, exceeding 125% of quota and 100+ net sales in a single month.
- Maintained an average 35%+ close rate across product lines through strategic follow-up and needs-based selling.
- Regularly ranked among top performers for sales consistency within the agency.

EDUCATION

Private University

Associate Degree

CERTIFICATIONS

Licensed P&C in: FL (20-44)

Direct Hire Candidate: 5533

Licensed Insurance Producer

Reported: 30–40 items/mo, \$35–45k premium/mo

Experience: Allstate 6.5 years, Liberty Mutual 1.5 years

Licensed P&C in: FL (20-44)

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate Agency @ \$45k base, with \$70k+ earning potential

30+ outbound dials/day, 20+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, win-backs, & delivering excellent customer service.