

# Direct Hire Candidate: 5570

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Licensed Insurance Producer

## EXPERIENCE

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### Allstate Insurance

*December 2023 - Present*

Licensed Insurance Producer

- Interviewed clients to assess financial situations, goals, and existing coverage to identify gaps and opportunities.
- Built customized insurance policies and packages tailored to client needs and preferences.
- Issued quotes, sold new policies, and managed renewals across multiple product lines.
- Consistently ranked as the #1 agent in the office for 9 consecutive months in both items sold and premium collected.
- Delivered exceptional customer service by building trust-based relationships and providing personalized solutions.

### Vehicle Transportation Company

*January 2023- January 2024*

Operations Manager

- Managed daily scheduling and routing operations, ensuring all lanes were cost-effective and optimized for driver efficiency and profitability.
- Oversaw safety protocols and DOT compliance, enforcing proper procedures to maintain operational integrity.
- Directed service expectations for direct lanes, ensuring consistent and reliable delivery for customers.
- Built and fostered strong relationships with brokers to secure high-quality loads and maximize equipment profitability.
- Prepared and presented contract bids to customers, cultivating mutually beneficial, long-term business partnerships.

### Allstate Insurance

*May 2021- January 2023*

Sales Specialist

- Utilized a customer-focused, needs-based review process to develop comprehensive insurance plans, providing multiple tailored options to meet client expectations.
- Established and maintained strong client relationships, conducting regular follow-ups to review products and services and ensure continued satisfaction.
- Designed and executed strategic sales plans to maximize performance metrics on a monthly and quarterly basis.
- Prospected new business opportunities by developing leads, scheduling appointments, and marketing Allstate products and services.
- Achieved top recognition 4 out of 12 months by consistently surpassing sales targets.
- Ranked nationally in annual sales, demonstrating exceptional production and client relationship skills.
- Maintained an impressive 94% adhesion (retention) rate, underscoring commitment to client satisfaction and long-term policyholder trust.

## EDUCATION

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### Public University

Bachelor Degree

## CERTIFICATIONS

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Licensed P&C in: KY, SC, GA, OH, IN, WI, IL

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Licensed Insurance Producer

Reported: 60–70 items/mo, \$40–50k premium/mo

Experience: Allstate 3.7 years (corporate and agency level)

Licensed P&C in: KY, SC, GA, OH, IN, WI, IL

Will work REMOTE in EST or CST

Desires a Sales role with an Allstate Agency @ \$45k+ base, with \$100k+ earning potential

100+ outbound dials/day, 5+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, creating their own leads, networking, & customer service. They have averaged 60+ items sold per month at the agency level and 120+ per month at the corporate level.