

# Direct Hire Candidate: 5577

Licensed Insurance Producer

## EXPERIENCE

### Allstate Insurance

August 2025 - Present

Licensed Insurance Producer

- Enhanced client retention rates by providing timely follow-ups and personalized attention to individual concerns.
- Expanded business opportunities through networking events, community involvement, and client referrals.
- Negotiated favorable terms with underwriters on behalf of clients, balancing risk mitigation with cost efficiency.
- Coordinated and hosted client appreciation events to foster loyalty and strengthen long-term relationships.

### Auto Club Group

2020 - 2025

Insurance Sales Agent

- Sold and serviced insurance policies, consistently surpassing sales targets while improving client retention.
- Utilized Salesforce CRM for lead tracking, pipeline management, and policy administration, ensuring an efficient sales process.
- Processed quotes and applications using Guidewire and Omega systems, maintaining compliance and accuracy.
- Conducted thorough needs assessments, educating clients on coverage options to enhance protection.
- Analyzed sales data with Excel to identify performance trends and refine sales strategies.
- Successfully operated in a fully remote environment, demonstrating adaptability and self-management.

### Insurance Company

January 2021- January 2022

Licensed Insurance Producer

- Surpassed sales targets by effectively selling diverse insurance products, driving revenue growth.
- Generated new business opportunities through proactive outreach, increasing client acquisition and retention.
- Delivered top-tier customer service, fostering strong relationships and ensuring high client satisfaction.
- Oversaw retail sales operations with accuracy, ensuring proper policy processing and customer data management.
- Optimized policy renewals and claims checks by leveraging risk analysis, improving workflow efficiency and customer outcomes.

### Allstate Insurance

November 2020- December 2020

Insurance Sales Agent

- Sold auto insurance policies via telemarketing, consistently converting leads into new clients.
- Educated customers on policy features, tailoring coverage to meet individual needs.
- Generated leads through effective cold-calling and telemarketing strategies.
- Enhanced client satisfaction by providing clear explanations of coverage, terms, and benefits.
- Achieved strong policy sales results by combining education with persuasive selling techniques.

## CERTIFICATIONS

Licensed P&C in: IL

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Licensed Insurance Producer

Reported: 60-80 items/mo, \$45–50k premium/mo

Experience: 5 years Independent, 2 months Allstate

Licensed P&C in: IL

Will work REMOTE in any time zone

Desires a Sales role (ideally with Allstate but open to others) @ \$35–40k base, with \$75k+ earning potential

50–70 outbound dials/day, 30–40 inbound calls via lead vendors, quotes, & live lead transfers. Recognized for excellence in sales, receiving top awards in 2022 & 2023.