

Direct Hire Candidate: 5597

Licensed Insurance Producer

EXPERIENCE

Insurance Company

May 2024 - August 2025

Licensed Sales Producer/ Customer Service Representative

- Advised clients on suitable insurance coverage options aligned with their financial goals and personal needs.
- Monitored policy renewal dates and proactively addressed required changes or updates to maintain coverage continuity.
- Partnered with underwriters to gather documentation and negotiate favorable policy terms on behalf of clients.
- Built and nurtured long-term relationships with clients, resulting in high customer satisfaction and retention rates.
- Ensured regulatory compliance by completing continuing education and maintaining active state licensing.
- Drove new business growth through strategic networking, referrals, cold calling, and targeted marketing campaigns.
- Effectively cross-sold supplemental products, including life and disability insurance, to meet broader client needs.

Retail

May 2020 - May 2024

Department Manager

- Maintained an active presence on the sales floor, greeting customers, answering inquiries, and assisting with purchases to ensure a positive shopping experience.
- Stepped in for upper management as needed, overseeing daily operations and executing special projects with effective leadership.
- Developed and enforced departmental policies and procedures, resulting in increased operational efficiency and consistency.
- Led regular team meetings to communicate goals, provide performance updates, and identify opportunities for improvement.
- Managed employee scheduling and delegated tasks strategically based on individual strengths and availability.
- Monitored inventory levels, placed restock orders, and ensured product availability to support sales objectives.
- Motivated staff through hands-on leadership, fostering a collaborative and high-performing team environment.

Circus Company

March 2019 - May 2020

Entertainer

- Performed for live audiences, delivering engaging and family-friendly entertainment that enhanced event atmosphere and guest enjoyment.
- Collaborated with event hosts and fellow performers to develop unique, tailored entertainment experiences.
- Maintained a polished and professional image through adherence to dress codes, grooming standards, and punctuality.
- Supported behind-the-scenes efforts, including set design, prop creation, and costume adjustments as needed.
- Contributed to a fun, welcoming environment that left a lasting positive impression on guests and patrons.

Restaurant

May 2015 - March 2019

Catering Manager

- Maintained accurate digital records of catering orders and client account balances to ensure smooth operations and billing.
- Monitored inventory levels and placed timely supply orders to support uninterrupted service for scheduled events.
- Conducted on-site visits to catered events to evaluate service quality, address issues, and ensure customer satisfaction.
- Provided hands-on leadership with a strong focus on customer service, professionalism, and team collaboration.
- Ensured dining areas, kitchens, and restrooms consistently met health and safety standards and compliance regulations.

CERTIFICATIONS

Licensed P&C in: OH

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Licensed Insurance Producer

Reported: 25–35 items/mo, \$15–25k premium/mo

Experience: Allstate 1.5 years

Licensed P&C in: OH

Will work REMOTE in any time zone ***MUST OFFER HEALTH/STIPEND***

Desires a Sales or Hybrid role with an Allstate agency @ \$40–45k base, with \$65k earning potential

150+ outbound dials/day (with the use of an autodialer), 10+ inbound calls with live lead transfers, referral sales, pivot & cross selling, bundling, selling raw new leads, & customer service.