

Direct Hire Candidate: 5600

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

May 2021 - Present

Licensed Sales & Service Representative

- Provide personalized insurance solutions based on client needs, risk profiles, and long-term goals
- Educate clients on coverage options, policy benefits, and claims processes to support informed decision-making
- Maintain compliance with state insurance regulations and company policies
- Manage existing client accounts, ensuring timely renewals, updates, and exceptional service
- Assist clients with the claims process, acting as a liaison between customers and adjusters
- Contribute to team sales goals through cross-selling and upselling appropriate coverage options
- Build and retain strong client relationships to drive customer satisfaction and policy retention

Insurance Company

October 2019 - June 2025

Licensed Sales Representative

- Conduct in-depth client needs assessments to offer tailored insurance solutions for individuals, families, and small businesses
- Present insurance plans and benefits clearly to help clients make informed coverage decisions
- Generate new business through cold calling, networking, and referral development
- Assist policyholders with claims, billing inquiries, and policy updates to ensure long-term satisfaction
- Maintain up-to-date knowledge of insurance regulations, product offerings, and compliance requirements
- Build trust-based relationships with clients, resulting in high policy retention and customer loyalty

Insurance Company

September 2020 - December 2020

Licensed Sales Representative

- Consulted with individuals and families to assess coverage needs and recommend appropriate insurance solutions
- Delivered personalized presentations to explain policy options, features, and benefits
- Processed new applications, renewals, and policy changes with a focus on accuracy and compliance
- Developed new client relationships through networking, referrals, and community outreach
- Assisted clients throughout the claims process, ensuring a smooth and supportive experience
- Maintained high levels of customer satisfaction and contributed to agency growth and retention
- Stayed informed on changing insurance regulations and product offerings to provide expert guidance

CERTIFICATIONS

Licensed P&C, Life & Health in: SD, AR, TN, MS

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Licensed Insurance Producer

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

Experience: Allstate 3.5 years, Independent 6 years

Licensed P&C, Life & Health in: SD, AR, TN, MS

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 \$70k+ earning potential

150+ outbound dials/day, 10+ inbound calls with live lead transfers, pivot & cross selling, bundling, referral selling, lead development, & customer service.