

Direct Hire Candidate: 5620

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

May 2024 - Present

Insurance Agent

- Managed and serviced a \$10M+ book of business across personal lines (auto, home, renters, umbrella), ensuring high client retention and satisfaction.
- Averaged \$40K-\$65K in monthly premium sales; personal best of \$85K.
- Delivered personalized insurance solutions, overcoming objections and consistently exceeding sales targets.
- Built strong client relationships through proactive communication, active listening, and effective issue resolution.
- Handled policy renewals, endorsements, and coverage updates with accuracy and efficiency.
- Conducted cold calls and lead follow-ups to drive pipeline growth and expand the agency's client base.
- Recognized for outstanding sales performance and customer service excellence.

Hotel

December 2023 - May 2024

Front Desk Clerk/ Assistant Manager

- Handled guest check-ins, payments, and reservations using PMS systems.
- Resolved guest issues promptly, ensuring high satisfaction and positive feedback.
- Trained new staff and maintained smooth shift operations.
- Coordinated with housekeeping to ensure room readiness.
- Implemented upselling strategies, contributing to revenue growth.
- Recognized for outstanding service and problem-solving in fast-paced settings.

Short Term Rentals

April 2023 - March 2024

Hospitality Specialist

- Conducted property inspections to ensure cleanliness and readiness for guest arrivals.
- Coordinated deep cleaning, carpet cleaning, laundry, and amenity prep for a hotel-style guest experience.
- Personally welcomed and oriented guests—including athletes, influencers, and corporate clients.
- Handled check-ins, provided keys and contracts, conducted tours, and supported lease paperwork.
- Delivered responsive, professional service to ensure guest satisfaction and repeat business.

Hotel & Casino

May 2019 - April 2023

Front Desk Agent/ VIP Services Representative

- Maintained accurate guest records, payments, and reservations using hotel management systems.
- Delivered high-quality service during peak periods and to VIP/high-profile guests, ensuring discretion and satisfaction.
- Handled reservations via phone, in-person, and online with accuracy and professionalism.
- Resolved guest concerns promptly, earning positive feedback, repeat visits, and loyalty.
- Collaborated with concierge and security teams to fulfill special requests and ensure guest safety.
- Recognized by management for strong interpersonal skills and exceptional guest service.

CERTIFICATIONS

Licensed P&C in: TX

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Reported: 35–45 items/mo, \$45–55k premium/mo

Experience: Allstate 1.5 years

Licensed P&C in: TX

Will work REMOTE – any time zone

Desires a Sales or Hybrid role with an Allstate agency @ \$40k+ base, with \$70k+ earning potential

75+ outbound dials/day, 5+ inbound calls with live lead transfers, pivot & cross selling, bundling, referral selling, lead development, networking, win-backs, creating lead lists, & customer service.