

# Bilingual Russian Direct Hire: 5628

Licensed Insurance Producer

## EXPERIENCE

### Insurance Company

December 2020 - Present

#### Licensed Insurance Agent

- Delivered high-quality customer service by responding to inquiries, resolving complaints, and providing detailed policy information in a timely and professional manner.
- Assessed client needs, identified gaps in existing insurance coverage, and recommended tailored products and services to enhance protection.
- Initiated outbound calls to prospective and existing clients to provide insurance quotes, explain policy options, and encourage policy updates or renewals.
- Handled payment processing for insurance policies, including premiums, renewals, and cancellations, ensuring accuracy and compliance with company procedures.

### Insurance Company

July 2017 - December 2020

#### Sales Development Representative

- Conducted 200+ outbound cold calls daily to identify and engage potential leads for insurance products and services.
- Qualified prospects by gathering key information and evaluating their insurance needs to determine suitability for various policy offerings.
- Transferred high-quality, pre-qualified leads to licensed agents for further consultation and policy conversion.
- Maintained accurate and up-to-date records of all interactions, lead status, and follow-up activities within the CRM system.
- Consistently contributed to the sales pipeline by sourcing and delivering a high volume of qualified leads.
- Promoted, upsold, and cross-sold insurance products by highlighting key features and value-added benefits to current and prospective clients.
- Managed customer relationships using consultative sales techniques to build trust and meet or exceed individual sales targets.

### Car Dealership

February 2015 - July 2017

#### Sales Associate

- Assisted customers in selecting merchandise tailored to their needs, ensuring a positive and personalized shopping experience.
- Demonstrated product features and benefits to increase customer understanding and drive interest in key items.
- Processed sales transactions efficiently and accurately, contributing to high levels of customer satisfaction and repeat business.

## EDUCATION

### Private Collage

Bachelor Degree

## CERTIFICATIONS

Licensed P&C in: RI resident & All 44 other states

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Licensed Insurance Producer

Reported: 90-100 items/mo, \$100k+ premium/mo

Experience : Nat Gen 5 years (OUTBOUND sales), Independent 3yr

Licensed P&C in: RI resident & All 44 other states

Will work REMOTE in any time zone

Desires a Sales role with any agency @ \$40–45k base, with \$80k earning potential

120+ outbound calls/day, pivot & cross selling, bundling, raw new sales, & some customer service.