

Direct Hire Candidate: 5636

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

February 2022 - Present

Licensed Insurance Agent

- Licensed Sales Producer with proven success in generating new business, closing sales, and maintaining client retention.
- Conducted outside marketing initiatives to build brand awareness and drive lead generation in targeted local markets.
- Delivered exceptional customer service by addressing client needs, resolving issues promptly, and ensuring satisfaction throughout the sales cycle.
- Managed and optimized social media accounts across platforms (e.g., Facebook, Instagram, LinkedIn), increasing engagement and brand visibility.
- Developed and implemented marketing strategies to support sales goals, including direct outreach and digital campaigns.
- Maintained up-to-date knowledge of insurance products and compliance requirements to accurately advise clients.
- Collaborated with internal teams to coordinate marketing events and community outreach efforts.
- Tracked and analyzed marketing performance metrics to inform future outreach efforts and improve ROI.
- Built lasting client relationships through personalized service, timely communication, and trust-based selling.

Restaurant

August 2007 - March 2025

Bar Manager

- Over 17 years of restaurant experience with a strong focus on customer service, operations, and team leadership.
- Trained and mentored new employees, ensuring consistency in service standards and operational procedures.
- Certified ServSafe Manager with a comprehensive understanding of food safety, sanitation, and regulatory compliance.
- Demonstrated ability to multitask efficiently in fast-paced environments while maintaining accuracy and composure.
- Handled cash, credit, and POS transactions with accuracy and accountability; responsible for balancing drawers and daily closeouts.
- Acted as a team leader by motivating staff, resolving conflicts, and promoting a positive and efficient work environment.
- Delivered high-quality customer service by addressing guest concerns promptly and professionally.
- Utilized computer systems for order processing, scheduling, inventory management, and staff communication.
- Supported restaurant operations by assisting in opening/closing procedures, restocking, and maintaining cleanliness standards.

State Farm Insurance

July 2018 - February 2022

Licensed Insurance Agent

- Licensed Sales Agent with experience driving revenue growth through customer acquisition, retention, and personalized service.
- Met and exceeded retention-based goals by building strong client relationships and delivering proactive policy support.
- Provided end-to-end customer service, including quoting policies, answering inquiries, processing changes, and resolving issues.
- Filed and tracked insurance claims efficiently, acting as a liaison between clients and carriers to ensure smooth resolution.
- Executed marketing strategies to generate leads, enhance brand visibility, and support agency growth.
- Assisted in property management duties, including tenant communication, maintenance coordination, and rent processing.
- Performed daily office operations such as filing, data entry, scheduling, and maintaining organized client records.
- Handled confidential information with professionalism and discretion in both sales and administrative capacities.
- Collaborated with internal teams to improve workflow processes and support a customer-first office environment.

EDUCATION

Community College

Associate Degree

CERTIFICATIONS

Licensed: P&C – AL

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Reported: 40–50 policies/mo, \$25–35k premium/mo

Experience: Allstate 2.5 years, State Farm 3.5 years

Licensed: P&C – AL

Will work REMOTE in any time zone

Desires a Sales role with an Allstate or State Farm agency @ \$40–45k base, with \$80k earning potential

60+ outbound calls/day, 20+ inbound calls with live leads, pivot & cross selling, developing their own leads, referral selling, bundling, win-backs, office management, & customer service.