

Direct Hire Candidate 5649

Vice President of Operations / Sales Director

EXPERIENCE

Allstate

February 2021 - Present

Vice President of Operations / Sales Director

- Expanded total premium volume by over 250% through innovative marketing, targeted recruiting, and retention optimization.
 - Consistently ranked among the top-producing Allstate agencies in the region with record growth across Property, Casualty, and Life lines.
 - Built a high-performance sales team from the ground up, implementing structured training that doubled producer output within the first year.
 - Forged strategic referral partnerships with real estate, mortgage, and auto professionals—boosting lead quality and conversions by 40%.
 - Introduced KPI dashboards and performance analytics that increased conversion rates by 30% and customer retention by 15%.
 - Directs all aspects of agency operations, including financial planning, compliance, and marketing performance, to ensure long-term profitability.
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Vehicle Service Company

August 2014 - August 2020

Branch & Assistant Manager

- Managed four high-volume branches and led teams of 40+ employees, consistently ranking among the top-performing operations in the region.
 - Developed and promoted talent through structured coaching and leadership training programs that built internal bench strength.
 - Recognized for profitability, sales consistency, and operational excellence, driving sustained growth and team engagement.
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EDUCATION

University

Bachelor's Degree, (BA) Business Administration

College

Associate's Degree

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Vice President of Operations / Sales Director

Allstate 5+ years (Agency)

P&C in the state of TX

Remote in Any Time Zone ** Medical Benefits preferred **

Desires a Operations Management role at any Agency

Insurance Sales & Operations Executive with over a decade of proven success driving multimillion-dollar growth, leading high-performing teams, and scaling profitable agencies. Known for a people-first, results-driven approach that fosters strong client relationships and long-term success. Expert in overseeing end-to-end operations, including financial strategy, compliance, and marketing analytics, to ensure sustainable profitability.