

# Direct Hire Candidate: 5653

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Licensed Insurance Producer

## EXPERIENCE

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### Allstate Insurance

*December 2022 - August 2025*

Licensed Insurance Agent

- Delivered personalized insurance solutions tailored to clients' individual needs and risk profiles
- Analyzed existing insurance policies and coverage options to ensure adequate protection and compliance
- Educated clients on insurance products by clearly explaining policy terms, conditions, and exclusions
- Partnered with underwriters to negotiate competitive terms and secure optimal policy coverage for clients
- Accurately processed policy changes, endorsements, renewals, and cancellations in a timely manner
- Performed comprehensive risk assessments for prospective clients to recommend appropriate coverage options
- Maintained up-to-date knowledge of insurance industry trends, regulations, and products through ongoing professional development

### State Farm Insurance

*November 2021 - December 2022*

Licensed Insurance Producer

- Provide property and casualty insurance solutions to new prospects and existing clients, ensuring personalized coverage recommendations
- Deliver exceptional customer service through daily interactions, addressing inquiries, processing policy updates, and resolving concerns efficiently
- Utilize strong interpersonal skills, active listening, and attention to detail to build trust and maintain long-term client relationships
- Manage multiple tasks simultaneously in a fast-paced environment, consistently meeting service and sales goals

### Restaurant

*September 2021 - November 2021*

Host

- Answered and monitored high-volume phone lines, addressing inquiries and managing reservations efficiently
- Booked and confirmed guest reservations, ensuring accuracy and customer satisfaction
- Greeted and seated guests promptly, maintaining smooth front-of-house operations
- Coordinated accommodations for large parties, optimizing seating arrangements for comfort and efficiency
- Accurately took and relayed customer orders, ensuring timely and correct service delivery
- Delivered exceptional customer service, consistently meeting and exceeding guest expectations
- Assisted with bussing, cleaning, and resetting tables to maintain a clean and welcoming dining environment
- Trained and mentored new employees on company policies, procedures, and service standards

## CERTIFICATIONS

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**Licensed: P&C, Life – MD**

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Reported: 20–30 policies/mo, \$20–30k premium/mo

Experience: Allstate (Corporate Inbound) 1.8 years, State Farm 1.1 years

Licensed: P&C, Life – MD

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate or State Farm agency @ \$40–45k base, with \$60k earning potential

20+ outbound calls/day, 30+ inbound calls with live leads, pivot & cross selling, developing their own leads, referral sales, & customer service.