

Direct Hire Candidate: 5757

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

June 2022 - Present

Licensed Insurance Producer

- Generated qualified sales leads with a primary focus on Property & Casualty (P&C) opportunities.
 - Built and maintained strong customer relationships to enhance retention and satisfaction.
 - Managed and updated customer accounts with accuracy and attention to detail.
 - Expanded business by multi-lining customer accounts and recommending additional policies based on need.
 - Handled after-hours customer requests—including new business inquiries, shopping alerts, and policy changes—to ensure consistent service and timely support.
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Allstate Insurance

November 2020 - 2022

Licensed Insurance Producer

- Prospected and identified new sales opportunities, with a strong emphasis on P&C lead generation.
 - Cultivated long-term customer relationships through proactive communication and support.
 - Oversaw ongoing maintenance of customer accounts, ensuring accuracy and timely updates.
 - Increased policy penetration by cross-selling and multi-lining additional products to existing customers.
 - Supported office operations by managing after-hours requests, including new business submissions, shopping notifications, and policy modification needs.
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State Farm Insurance

December 2016 - November 2020

Licensed Insurance Producer

- Generated qualified sales leads to support ongoing business growth and client acquisition efforts.
 - Fostered and strengthened client relationships through consistent, high-quality communication and service.
 - Administered and maintained client accounts, ensuring accuracy, compliance, and timely updates.
 - Enhanced account value by strategically multi-lining policies and presenting tailored coverage recommendations.
 - Provided comprehensive after-hours support, addressing new business inquiries, shopping notifications, and policy modification requests to ensure uninterrupted client service.
 - Performed 40–50% of the office's daily service activities, ensuring efficient operations and timely customer support.
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*** Please note: Employment dates are approximate*

EDUCATION

Community Collage

Associates Degree

CERTIFICATIONS

Licensed: P&C – VA, TX

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Licensed Insurance Producer

Reported: 20–30 items/mo, \$30–40k premium/mo

Experience: Allstate – 5 years

Licensed: P&C – VA, TX

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with an Allstate or State Farm agency @ \$40–45k base, with \$70k total earning potential

150+ outbound dials/day, 10+ inbound calls with live leads, pivot & cross selling, bundling, referral sales, win-backs, retention, & customer service.

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