

Direct Hire Candidate: 5756

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

May 2021 - Present

Licensed Insurance Agent

- Achieved sales goals by generating new business opportunities and cross-selling within existing customer accounts.
- Identified, qualified, and pursued sales leads originating from multiple prospecting sources.
- Demonstrated strong initiative as a confident self-starter who thrives in independent work environments.

Financial Institution

January 2019 - May 2021

Banker

- Managed client bank accounts, including opening and closing accounts, monitoring activity, and overseeing daily transactions.
- Recommended and clearly explained banking products and services tailored to each client's financial needs.
- Advised clients on financial services, providing guidance and resolving account-related issues promptly and professionally.
- Proactively reached out to potential customers to generate new business and expand the client portfolio.

Telecommunications Company

April 2015 - January 2019

Location Manager

- Consistently met or exceeded sales goals through effective customer engagement and team collaboration.
- Trained new hires, ensuring they understood company policies, sales techniques, and operational procedures.
- Oversaw cash handling and inventory management to maintain accuracy, minimize shrinkage, and ensure product availability.
- Led monthly team meetings to communicate goals, review performance, and align on business priorities.
- Managed staff scheduling to ensure optimal coverage and efficient store operations.
- Coached and mentored team members to strengthen their skills and drive peak sales performance.
- Built customer confidence by creating an interactive, engaging, and reassuring in-store experience.

Assisted Living Facility

August 2008 - April 2015

Care Manager

- Assisted patients with daily living activities, ensuring comfort, safety, and high-quality care.
- Trained new hires on clinical procedures, patient care standards, and facility protocols.
- Managed scheduling to support efficient staffing and continuity of patient care.
- Collected and recorded vital signs accurately to support ongoing patient assessment.
- Provided nurses and doctors with essential information about patient conditions and treatment updates to support effective care planning.

*** Please note: Employment dates are approximate*

CERTIFICATIONS

Licensed: P&C – FL, PA

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Reported: 40–50 items/mo, \$40–50k premium/mo

Experience: Allstate – 4.5 years

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Will work REMOTE in any time zone ****MUST OFFER HEALTH/STIPEND****

Desires a Sales role with an Allstate agency @ \$50k+ base, with \$90k+ total earning potential

50+ outbound dials/day, 20+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, selling new leads, & customer service.

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