

Direct Hire Candidate: 5899

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

March 2023 - Present

Licensed Sales Producer

- Consistently achieved and exceeded new business production goals through proactive prospecting and strategic client outreach
- Developed customized insurance quotes tailored to client needs, ensuring competitive coverage and pricing
- Closed new and renewal sales by effectively communicating value propositions and addressing client concerns
- Built and maintained strong relationships with prospective customers to drive long-term business growth and referrals

Farmers Insurance Group

August 2017 - March 2023

Licensed Sales Producer

- Consistently achieved and surpassed new business production goals through strategic prospecting and follow-up
- Prepared accurate, customized insurance quotes tailored to clients' coverage needs and budgets
- Successfully closed new policies and renewals by clearly communicating coverage value and addressing client concerns
- Established strong rapport with both new and existing insureds to foster trust and long-term relationships
- Cultivated relationships with prospective customers to generate new business opportunities and referrals
- Delivered exceptional service to existing clients, resulting in high retention rates and referral-based growth

Insurance Cmpany

April 2013 - July 2017

Insurance Agent

- Generated new business by prospecting, networking, and leveraging referrals to meet and exceed production goals
- Conducted comprehensive needs analyses to recommend appropriate life, health, and supplemental insurance products
- Prepared and presented customized insurance quotes aligned with clients' financial goals and risk tolerance
- Closed sales through consultative selling techniques and clear explanation of policy benefits and coverage options
- Built and maintained long-term client relationships through proactive follow-up and annual policy reviews
- Delivered exceptional post-sale service, ensuring high client retention and consistent referral generation

*** Please note: Employment dates are approximate*

CERTIFICATIONS

Licensed: P&C, Life & Health – TX

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Licensed Insurance Producer

Reported: 40–50 items/month, \$45–55k premium/month

Experience: Allstate – 2 years, Farmer's – 5.7 years, Independent – 4.3 years

Licensed: P&C, Life & Health – TX

Will work REMOTE in CST or EST

Desires a Sales role with an Allstate agency @ \$50k+ base, with \$80k+ earning potential

80+ outbound dials/day, 20+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, win-backs, & full-cycle customer service.

*** Please note: Employment dates are approximate*