

Direct Hire Candidate: 5932

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

June 2024 - Present

Licensed Insurance Producer

- Marketed and sold insurance products to individuals and families.
- Conducted comprehensive needs assessments to recommend tailored insurance solutions and coverage options.
- Built and maintained strong client relationships through consistent communication and personalized service.
- Generated new business by prospecting leads, following up on referrals, and networking within the community.
- Prepared quotes, proposals, and insurance contracts accurately while ensuring compliance with regulatory requirements.
- Managed policy renewals, claims assistance, and post-sale support to maximize customer satisfaction and retention.

Insurance Company

February 2022 - June 2024

Financial Representative

- Marketed and sold life and health insurance policies, building strong client relationships and understanding individual coverage needs.
- Conducted needs assessments and tailored insurance solutions to match clients' financial goals and risk profiles.
- Educated clients on policy benefits, coverage options, and claims processes, ensuring informed decision-making.
- Maintained up-to-date knowledge of industry regulations, products, and market trends to provide expert guidance.
- Developed and implemented marketing strategies to generate leads and expand client base.

Retail

October 2019 - January 2022

Outside Sales

- Prospected and qualified leads for residential and commercial window and door sales, generating new business opportunities.
- Conducted in-home consultations to assess customer needs, recommend solutions, and present product options.
- Prepared and presented detailed sales quotes and contracts, ensuring accuracy and compliance with company policies.
- Managed the full sales cycle from initial contact through contract signing, installation coordination, and post-sale follow-up.
- Ensured customer satisfaction by coordinating installation schedules, addressing concerns, and providing ongoing support.
- Built and maintained strong client relationships, leading to repeat business and referrals.

**** Please note: Employment dates are approximate*

CERTIFICATIONS

Licensed: P&C, Life & Health – OH

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Reported: 15–20 items/month, \$25–30k premium/month

Experience: Allstate – 1 year, Independent – 3 years

Licensed: P&C, Life & Health – OH

Will work REMOTE in any time zone or local to 44730

Desires a Sales role with Any agency @ \$45–50k base, with \$50–60k earning potential

50 outbound dials/day, 10 inbound calls with current book of business, warm leads, win-backs, quote requests, live transfers, & serving current customers.

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