

Direct Hire Candidate: 5934

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

2023 - Present

Account Manager

- Delivered exceptional customer service by addressing client concerns, answering policy inquiries, and assisting with claims-related questions.
- Monitored policy cancellations, renewals, pending terminations, Drivewise, and PIP reports to ensure timely follow-ups with policyholders.
- Processed policy changes, endorsements, and premium payments while maintaining accurate and detailed records.
- Managed high volumes of inbound and outbound calls, resolving issues efficiently and supporting customer retention.
- Assisted with claims processing by gathering required documentation and coordinating with adjusters.
- Maintained accurate documentation to support underwriting, policy servicing, and claims processing.
- Proactively contacted policyholders regarding upcoming renewals and cancellations, improving retention rates by 5%.
- Processed insurance applications, policy updates, and premium payments with a high level of accuracy and efficiency.

Allstate Insurance

2020 - 2023

Sales Manager

- Recruited, trained, and managed a high-performing remote sales team, driving consistent revenue growth.
- Achieved 15–20% monthly growth among new hires, consistently surpassing individual and team sales quotas.
- Ensured all new business adhered to state insurance regulations while maintaining the office's reputation for compliance and excellence.
- Monitored and reported daily call volume, quotes, and new business metrics to optimize team productivity and sales performance.
- Coached and mentored underperforming sales representatives, improving performance and helping team members achieve their sales targets.
- Reviewed sales team communications and provided constructive feedback to maintain quality standards and foster a positive team culture.
- Tracked quarterly and annual performance metrics, aligning results with organizational goals and bonus structures.
- Developed partnerships with lead vendors and referral sources, increasing ROI while reducing acquisition costs.
- Made strategic hiring and termination decisions to maintain a high-quality, results-driven sales team.

Allstate Insurance

2017 - 2020

Licensed Sales Producer

- Maintained a minimum 80% retention rate on new business, supporting long-term client relationships and satisfaction.
- Generated 4% year-over-year growth in new business production.
- Ensured all client policies complied with state regulations and underwriting guidelines.
- Consistently ranked as a top producer in corporate sales competitions.
- Led the office in total sales for three consecutive years, demonstrating strong sales performance and leadership.

*** Please note: Employment dates are approximate

CERTIFICATIONS

Licensed: P&C – MI

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Reported: 30–40 items/month, \$40–50k premium/month

Experience: Allstate – 8 years, Independent – 1 year

Licensed: P&C – MI

Will work REMOTE only in any time zone

Desires a Sales role with Any agency @ \$45k base, with \$150k+ earning potential

150–200 outbound dials/day, up to 10 inbound calls, referral sales, pivot & cross selling, bundling & customer service.

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