

Direct Hire Candidate: 5939

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

July 2025 - Present

Licensed Insurance Sales Representative

- Sold a full range of insurance products, including auto, home, renters, life, and other applicable lines
- Generated new business through outbound calls, referrals, cross-selling, and targeted marketing campaigns
- Serviced existing clients by reviewing policies, recommending appropriate coverage, and driving customer retention
- Educated customers on insurance options, enabling informed decision-making tailored to individual needs
- Consistently met or exceeded monthly and annual sales targets
- Maintained accurate and up-to-date client records in agency management systems
- Stayed current on product offerings, underwriting guidelines, and state insurance regulations
- Delivered exceptional customer service to build strong client relationships and enhance satisfaction

Farmers Insurance Group

September 2024 - July 2025

Licensed Insurance Agent

- Drove sales growth through a combination of inbound and outbound customer interactions
- Applied a consultative sales approach to identify customer needs, uncover coverage gaps, and recommend tailored insurance solutions
- Effectively influenced purchasing decisions by presenting comprehensive product options within the Farmers family of companies
- Built strong value propositions to ensure customers were fully protected with appropriate coverage
- Consistently met performance expectations based on sales production, time management, and quality of business written
- Maintained strict compliance with company policies, industry regulations, and operational processes to protect both clients and the organization

Storage Facility

July 2022 - August 2024

Property Manager

- Managed day-to-day operations of the facility, ensuring smooth and efficient business performance
- Maintained cleanliness and organization of office spaces, units, and overall property grounds
- Conducted regular inspections of premises and coordinated necessary maintenance and repairs
- Assisted prospective tenants by explaining policies, assessing needs, and managing move-in/move-out processes
- Guided customers through unit selection by discussing size options, availability, pricing, and lease terms
- Executed lease agreements and collected rental payments, ensuring accuracy and compliance
- Processed cash and credit transactions, resolving discrepancies and managing deposits accurately
- Maintained in-depth knowledge of storage options, promotions, facility features, and local competitors
- Handled inbound calls and emails professionally, delivering excellent customer service and timely responses
- Achieved and maintained a closing sales ratio above 70%
- Responded to after-hours inquiries to support customer needs and enhance satisfaction
- Ensured full compliance with company policies, as well as local and federal laws and regulations

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

CERTIFICATIONS

Licensed: P&C, Life – TX, GA

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Licensed Insurance Producer

Reported: 30–45 items/month, \$35-40k premium/month

Experience: Allstate – 1 year, Farmers – 1 year

Licensed: P&C, Life – TX, GA

Will work REMOTE in CST or EST ***MUST OFFER HEALTH/STIPEND***

Desires a Service or Sales role with an Allstate agency @ \$40–45k base, with \$60k earning potential

200 outbound dials/day, 5–10 inbound calls with live lead transfers, current book of business & customer service.

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