

# Direct Hire Candidate: 5928

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Licensed Insurance Agent

## EXPERIENCE

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### Allstate Insurance

*November 2024 - Present*

Licensed Insurance Producer (Remote)

- Sold Property & Casualty insurance products, including home, auto, boat, and motorcycle policies.
- Generated sales through online leads and digital inquiries, converting prospects into new policyholders.
- Quoted, bound, and issued policies while explaining coverage options, deductibles, and policy terms.
- Assessed customer insurance needs and recommended appropriate coverage solutions.
- Maintained strong customer relationships to support policy retention and cross-selling opportunities.
- Ensured compliance with state insurance regulations and company underwriting guidelines.

### Insurance Company

*June 2024 - November 2024*

Licensed Insurance Producer (Remote)

- Generated new business by selling auto insurance policies to non-standard and high-risk drivers.
- Handled high-volume inbound and outbound calls to quote, bind, and service policies.
- Assessed customer needs and recommended appropriate coverage, limits, and deductibles.
- Processed applications and managed leads using CRM and insurance quoting systems.
- Met daily call and sales performance targets in a fast-paced call center environment.
- Maintained compliance with state insurance regulations and company underwriting guidelines.

### Insurance Company

*January 2023 - June 2023*

Property and Casualty Sales Agent (Remote)

- Handled inbound calls and converted customer inquiries into insurance policy sales.
- Conducted 100+ outbound calls daily to generate new business opportunities.
- Sold in-house insurance products and brokered policies through Progressive to meet client needs.
- Identified customer coverage requirements and recommended appropriate policy options.
- Maintained high call volume while delivering professional customer service and closing sales.

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

## CERTIFICATIONS

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**Licensed: P&C – AZ, MI, OH | Life & Health AZ**

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Licensed Insurance Agent

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

Experience: Allstate – 1.5 years, Independent – 1 year

Licensed: P&C – AZ, MI, OH | Life & Health AZ

Will work REMOTE in PST or MST

Desires a Sales role with Any agency @ \$40–45k base, with \$80k+ earning potential

100+ outbound dials/day, 5+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, working with mailer leads & customer service.

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