

# Direct Hire Candidate: 6020

---

Licensed Insurance Producer

## EXPERIENCE

---

### Allstate Insurance (Corporate)

*January 2025 - Present*

Sales Agent (Remote)

- Sold personal lines insurance products (auto, home, renters) in a remote, high-volume corporate environment
- Engaged inbound and outbound prospects, identifying coverage needs and recommending tailored policy solutions
- Consistently met and exceeded sales goals, conversion rates, and performance metrics
- Educated customers on policy options, coverage details, and eligibility to support informed decisions
- Managed the full sales cycle from quote to bind, ensuring accuracy and compliance with underwriting guidelines
- Maintained detailed and compliant customer records within CRM systems
- Delivered exceptional customer service by resolving inquiries, addressing concerns, and building long-term relationships
- Stayed current on licensing requirements, state regulations, and product updates to ensure compliance

### Technology Company

*February 2020 - October 2023*

Regional Sales Executive

- Specialized in SaaS solutions for the automotive industry
- Focused on communications, payment processing, and service operations

### Technology Company

*April 2013 - February 2020*

Regional Sales Director

- Specialized in SaaS solutions for the automotive industry
- Focused on marketing, scheduling, and service operations

### Technology Company

*February 2006 - January 2012*

Director of Sales

- Specialized in SaaS solutions for the automotive industry
- Oversaw solutions for automotive inventory management
- Managed sales processes and CRM system implementations
- Supervised finance and insurance solutions for dealership clients

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

## CERTIFICATIONS

---

**Licensed: P&C – All 50 states**

## Direct Hire Candidate: 6020

---

Licensed Insurance Producer

Reported: 65–75 items/month, \$65–75k premium/month

Experience: Allstate – 1.2 years (Corporate/Inbound)

Licensed: P&C – All 50 states

Will work REMOTE in any time zone

Desires a Sales role with an Allstate agency @ \$43–45k base, with \$90k+ earning potential

5+ outbound dials/day, 32+ inbound calls with live leads, pivot & cross selling & customer service.

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