

Direct Hire Candidate: 6061

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

January 2023 - Present

Account Executive

- Process and manage new client applications across homeowners, auto, life, and business insurance lines
- Provide direct customer support, guiding clients through policy options and coverage decisions
- Assist clients with insurance claims, ensuring timely resolution and clear communication throughout the process
- Maintain strong client relationships by addressing concerns and delivering responsive service
- Implement retention strategies to improve customer satisfaction and reduce policy cancellations
- Collaborate with internal teams to ensure accurate policy handling and compliance with company standards

Allstate Insurance

March 2022 - January 2023

Account Executive

- Manage daily office operations, including opening and closing procedures
- Handle high-volume inbound calls, providing prompt and professional customer service
- Assist clients with policy servicing requests and support claim submissions
- Support new business development, including onboarding new clients
- Re-engage former clients through win-back strategies to regain business
- Identify cross-selling opportunities to expand client coverage and increase retention

Car Dealership

December 2022

Sales Consultant

- Conduct outbound and inbound calls to engage prospects and follow up with customers
- Schedule and manage client appointments to support the sales process
- Sell vehicles by identifying customer needs and presenting suitable options
- Purchase vehicles and negotiate deals to maintain inventory levels
- Appraise trade-ins accurately based on market value and vehicle condition

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

CERTIFICATIONS

Licensed: P&C – IL

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Licensed Insurance Producer

Reported: 25–35 items/month, \$25–35k premium/month

Experience: Allstate – 4 years

Licensed: P&C – IL

Will work REMOTE in CST or EST

Desires a Sales or Hybrid role with Any agency @ \$40–45k base, with \$65k+ earning potential

100+ outbound dials/day, 5+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, developing their own leads, win-backs, re-quotes & customer service.

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