

Direct Hire Candidate: 6095

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

June 2025 - April 2026

Sales Representative (Remote)

- Managed 200+ inbound and outbound calls daily while delivering responsive, high-quality customer service.
- Quoted, bound, and issued insurance policies across multiple carriers while ensuring accurate coverage placement.
- Utilized Gateway, CEME, Lead Manager, eAgent, and RingCentral to manage leads, policy activity, and client communications.
- Processed endorsements, policy changes, servicing requests, and documentation with strong attention to detail and compliance.
- Maintained a high close rate through a consultative sales approach focused on identifying client needs and recommending appropriate coverage solutions.
- Supported CSR functions as needed, including account servicing, follow-up communications, and policy administration.

Allstate Insurance

June 2024 - June 2025

Sales Representative (Remote)

Insurance Company

May 2023 - June 2024

Sales Manager

- Generated new business through outbound prospecting, lead follow-up, and client outreach.
- Closed customized insurance solutions by assessing client needs and recommending appropriate coverage options.
- Managed the full sales cycle from initial contact through quote, binding, and policy close.

Financial Institution

February 2020 - December 2022

Assistant Branch Manager

- Supported daily branch operations while contributing to sales growth and overall performance goals.
- Opened new accounts, originated loans, and cross-sold financial products based on customer needs.
- Coached team members on sales practices, service standards, and product knowledge to improve results.
- Led performance meetings to review goals, track metrics, and reinforce accountability.

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

EDUCATION

Community College

Associate Degree

CERTIFICATIONS

Licensed: P&C – AL, FL, IN, IL | Life & Health – FL, AL

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Licensed Insurance Producer

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

Experience: Allstate – 1.8 years

Licensed: P&C – AL, FL, IN, IL | Life & Health – FL, AL

Will work REMOTE in any time zone ***MUST OFFER HEALTH/STIPEND***

Desires a Sales role with Any agency @ \$40–45k base, with \$60k+ earning potential

100+ outbound dials/day, 20+ inbound calls with live leads, referral sales, pivot & cross selling, bundling, self lead generation, networking, win-backs, re-quotes & customer service.

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