

Direct Hire Candidate: 6102

Licensed Insurance Producer

EXPERIENCE

Liberty Mutual Insurance

April 2026 - Present

Licensed Insurance Agent

Allstate Insurance

March 2025 - April 2026

Licensed Insurance Producer

- Assessed client risks and analyzed insurance needs to recommend comprehensive and cost-effective coverage options
- Generated new business through referrals, networking events, relationship building, and outbound prospecting efforts
- Built strong client relationships by delivering exceptional customer service and responding promptly to policy inquiries and concerns
- Collaborated with underwriters to negotiate favorable policy terms while ensuring compliance with company guidelines and regulations
- Conducted detailed risk assessments to accurately identify coverage requirements and recommend appropriate policy solutions
- Educated clients on policy features, benefits, exclusions, and coverage limitations to support informed decision-making
- Managed policy renewals proactively by contacting clients before expiration dates and presenting updated coverage recommendations

Allstate Insurance

October 2024 - March 2025

Licensed Insurance Producer

Car Dealership

May 2024 - October 2024

Internet Sales Manager

- Managed 50–100 outbound sales calls daily to generate new business opportunities and build client relationships
- Responded to 25–50 customer emails per day while maintaining timely and professional communication
- Prospected local and rural markets daily to identify potential clients and expand agency reach
- Responded to inbound leads within two minutes to maximize customer engagement and conversion opportunities
- Followed established lead management protocols to ensure consistent follow-up and efficient sales processes
- Maintained organized records of prospect interactions and sales activity to support pipeline management and customer retention

Car Dealership

February 2020 - May 2024

Internet Sales Manager

- Conducted 50–100 daily outbound sales calls to engage prospective clients and drive new business growth
- Managed 25–50 customer email communications per day with professionalism and prompt response times
- Performed daily prospecting efforts in both local and rural markets to expand client opportunities
- Maintained rapid response times by contacting inbound leads within two minutes of receipt
- Adhered to established lead handling procedures to ensure effective follow-up and sales consistency
- Tracked prospect activity and maintained accurate customer records to support sales and retention efforts

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

EDUCATION

Private College

Bachelor Degree (Science)

Public University

Associate Degree (Business Administration)

CERTIFICATIONS

Licensed: P&C – All 50 states (excl. CA, HI, MI, AK)

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

Experience: Allstate – 1.5 years (Corporate & Agency)

Licensed: P&C – All 50 states (excl. CA, HI, MI, AK)

Will work REMOTE in any time zone

Desires a Sales role with an Allstate agency @ \$40–45k base, with \$75k earning potential

120+ outbound dials/day, 5+ inbound calls with live leads, pivot & cross selling, referral sales, calling raw new leads & customer service.

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