

# Direct Hire Candidate: 6110

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Licensed Insurance Producer

## EXPERIENCE

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### Allstate Insurance

*October 2024 - Present*

#### Licensed Insurance Sales Representative

- Assisted clients in selecting appropriate property and casualty insurance coverage tailored to their individual needs and budgets.
- Generated new business opportunities through proactive lead generation, networking, and client referrals.
- Built and maintained strong customer relationships by providing responsive, personalized service and ongoing support.
- Educated clients on policy renewals, coverage options, and available insurance products to ensure informed decision-making.
- Conducted policy reviews to identify coverage gaps and recommend suitable insurance solutions.
- Maintained accurate client records and documentation while ensuring compliance with company and industry standards.
- Followed up with prospective and existing clients to strengthen retention and increase customer satisfaction.
- Collaborated with team members to meet sales goals and deliver exceptional client service.

### Allstate Insurance

*January 2023 - October 2024*

#### Licensed Insurance Sales Representative

- Educated clients on insurance coverage options and policy solutions to meet their individual protection needs.
- Generated new business through networking, referrals, prospecting, and relationship-building efforts.
- Retained and expanded customer accounts by recommending multi-product insurance offerings and additional coverage solutions.
- Maintained accurate customer records, policy documentation, and account updates in compliance with company standards.
- Conducted regular policy reviews to identify opportunities for coverage improvements and customer retention.
- Provided exceptional customer service by responding promptly to client inquiries and resolving policy-related concerns.
- Built long-term client relationships through consistent communication, professionalism, and dependable support.
- Assisted clients with policy renewals, billing questions, and coverage changes to ensure ongoing satisfaction.

### Allstate Insurance

*October 2020 - January 2023*

#### Licensed Insurance Sales Representative

- Assisted customers with policy selection by clearly explaining coverage options, benefits, and policy details.
- Identified gaps in coverage and recommended additional insurance products to better protect client assets and liabilities.
- Resolved customer concerns and policy-related issues efficiently using strong communication and problem-solving skills.
- Customized insurance solutions based on individual client needs, financial goals, and risk exposure.
- Built strong client relationships through responsive service, professionalism, and consistent follow-up.
- Educated clients on available coverage enhancements, policy updates, and renewal options.
- Maintained accurate client records and documentation while ensuring compliance with company procedures.
- Supported customer retention efforts by delivering personalized service and proactive account management.

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

## CERTIFICATIONS

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Licensed: P&C – DE, PA, MD, NC, SC, GA, WV, AL, TN

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Licensed Insurance Producer

Reported: 50–60 items/month, \$60–70k premium/month

Experience: Allstate – 5.5 years (Agency & Corporate)

Licensed: P&C – DE, PA, MD, NC, SC, GA, WV, AL, TN

Will work REMOTE in any time zone

Desires a Sales role with Any agency @ \$42–45k base, with \$100k+ earning potential

100+ outbound dials/day, 15+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, developing their own leads, win-backs, internet leads & customer service.

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