

Direct Hire Candidate: 6118

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

April 2023 - May 2026

Insurance Sales Manager

- Led and coached a high-performing sales team to exceed agency growth and retention goals through targeted training on sales scripts, closing techniques, and performance improvement strategies
- Recruited, interviewed, hired, and trained new sales producers, conducting onboarding, new-hire orientation, and 30-/90-day performance evaluations
- Managed lead vendor partnerships and oversaw lead distribution and follow-up processes to maximize conversion opportunities and sales production
- Monitored and analyzed daily and monthly sales metrics including quotes, endorsements, close ratios, and individual team performance to drive continuous improvement
- Developed and implemented new sales procedures, scripts, and prospecting activities to improve team efficiency and customer engagement
- Conducted phone and digital marketing efforts through cold calling, warm lead follow-up, and internet lead management to generate new business opportunities
- Quoted, bound, and serviced property, casualty, and commercial insurance policies while advising clients on coverage enhancements and portfolio growth opportunities
- Partnered with agency leadership to review sales reports, evaluate team production trends, and develop strategic plans for agency growth and operational success

Allstate Insurance

December 2020 - April 2023

Licensed Sales Producer

- Quoted and bound property, casualty, and commercial insurance policies using a consultative sales approach to match clients with appropriate coverage solutions
- Generated new business through proactive phone and internet marketing efforts, including cold calling, warm lead outreach, and online lead follow-up
- Advised clients on additional insurance products and coverage enhancements to strengthen and expand their insurance portfolios
- Tracked and analyzed agency sales activity, quotes, endorsements, and production metrics to identify performance trends and growth opportunities

Auto Body Shop

December 2017 - December 2019

Estimator / Insurance Account Representative

- Delivered exceptional customer service by guiding clients through the claims process, explaining repair procedures, and ensuring positive customer experiences
- Assessed and documented vehicle damages for insurance to support accurate repairs and compliance with company standards
- Maintained performance metrics related to customer satisfaction, repair cycle times, and repair quality standards
- Improved operational efficiency by creating streamlined office procedures and providing individualized employee training
- Managed invoices, pay statements, and vendor account discrepancies to ensure accurate financial processing
- Oversaw accounts receivable activities and conducted customer follow-up to secure timely payments and maintain account accuracy

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

EDUCATION

Trade School

Associate Degree

CERTIFICATIONS

Licensed: P&C – CO, AZ

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Licensed Insurance Producer

Reported: 40–50 items/month, \$40–50k premium/month personally produced | Managed team production of 400–410 items/month, \$400–410k premium/month

Experience: Allstate – 5.5 years

Licensed: P&C – CO, AZ

Will work REMOTE only in any time zone

Desires a Sales or Sales/Sales Management role with an Allstate agency @ \$40–45k base for a sales role or \$55k+ base for a sales/sales management role, with \$80–100k+ earning potential

100+ outbound dials/day, 10+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, networking, win-backs, customer service & remote sales team management of 13 team members.

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