

# Direct Hire Candidate: 6119

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Licensed Insurance Producer

## EXPERIENCE

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### Allstate Insurance (Corporate)

*October 2025 - Present*

Licensed Insurance Producer

- Generated new business by recommending customized auto, home, life, and supplemental insurance solutions based on client needs
- Consistently met or exceeded sales, retention, and customer service goals through consultative selling and proactive follow-up
- Managed inbound and outbound calls to quote policies, cross-sell products, and maintain strong client relationships
- Assisted customers with policy changes, renewals, billing inquiries, and claims support while ensuring a positive customer experience
- Maintained accurate policy documentation and compliance with state insurance regulations using CRM and agency management systems

### Residential Service Provider

*2014 - 2025*

Regional Director of Operations

- Directed operations for apartment community amenity programs across 450–500 properties, generating approximately \$15M in annual profit margin
- Led up to 32 District Managers and 550 associates, driving service excellence through coaching, performance management, and strategic scheduling initiatives
- Oversaw recruiting, onboarding, training, and team development while managing a quarterly labor budget of \$1.2M
- Developed and implemented employee recognition and retention programs to improve engagement and reduce turnover among top-performing talent
- Managed multi-state operations across 10 states while fostering strong client relationships to support business growth and customer satisfaction

### Telecommunications Company

*2006 - 2010*

Area Market Manager

- Managed daily operations for 7 retail locations, ensuring efficient performance and consistent customer experience across the district
- Led district-wide recruiting, onboarding, training, and employee development initiatives to build high-performing teams
- Controlled operational expenses, managed inventory levels, and optimized store performance to consistently achieve sales and profitability goals

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

## CERTIFICATIONS

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**Licensed: P&C – All 50 states (excl. NY)**

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Reported: 120–130 items/month, \$100–110k premium/month

Experience: Allstate – 8 months (corporate outbound)

Licensed: P&C – All 50 states (excl. NY)

Will work REMOTE in any time zone

Desires a Sales role with an Allstate agency @ \$40–45k base, with \$80k+ earning potential

100+ outbound calls/day, 5+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, internet leads & customer service.

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