

Direct Hire Candidate: 6135

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance (Corporate)

2021 - Present

Direct Sales Representative

- Exceeded sales goals by leveraging predictive dialer technology and converting leads from multiple inbound and outbound sources.
- Consistently ranked in the top sales performers among hundreds of agents company-wide.
- Supported cross-functional business operations by handling cold calls, warm leads, inbound/outbound sales, and assisting with National General sales initiatives as needed.
- Served as a member of Allstate's Advocate Program, collaborating on employee engagement projects while maintaining high-level direct sales performance.
- Demonstrated strong verbal and written communication skills when interacting with diverse customers, team members, and leadership.
- Assisted with Allstate's return-to-work program by coaching returning employees, mentoring team members, and sharing effective sales strategies and best practices.

GEICO (Early Career Experience)

1996 - 2003

Sales Professional

- Consistently ranked among the top 10% of sales agents in a high-volume call center environment through strong production and customer engagement performance.
- Received high level of recognition for outstanding service and sales performance.
- Developed and implemented a sales training program focused on motivation, product knowledge, and closing techniques to improve team performance and morale.
- Mentored and coached sales agents on effective communication, customer service, and consultative sales strategies in a fast-paced environment.

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

EDUCATION

Public University

Master Degree (Disciplinary Studies)

Public University

Bachelor Degree (Fine Arts)

CERTIFICATIONS

Licensed: P&C – All 50 states

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Reported: 125–150 items/month, estimated \$125–150k premium/month

Experience: Allstate – 5 years (3.5 years corporate outbound, 1.5 years inbound)

Licensed: P&C – All 50 states

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

Desires a Sales role with an Allstate agency @ \$45k+ base, with \$90k+ earning potential

100+ outbound dials/day, 5+ inbound calls/day with live leads, pivot & cross selling, referral sales, bundling, networking & customer service. Extremely high-volume producer with both outbound and inbound Allstate corporate experience and broad nationwide licensing.

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