

Direct Hire Candidate: 6133

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance (2 Agents)

February 2024 - April 2026

Licensed Insurance Producer

- Generated new business through outbound prospecting, inbound leads, referrals, and consultative sales strategies to meet production goals
- Educated clients on auto, home, renters, life, and umbrella insurance products while recommending customized coverage solutions
- Conducted policy reviews to identify cross-sell and upsell opportunities, improving client retention and account growth
- Processed quotes, policy changes, renewals, and claims support while maintaining accurate records and compliance standards
- Delivered exceptional customer service by building strong client relationships and resolving policy concerns in a fast-paced agency environment

Insurance (Multiple Employers)

2017 - Feb 2024

Licensed Insurance Producer (Sales)

- Leverage insurance expertise and consultative sales skills to help customers understand the value of coverage options and build long-term relationships as a trusted advisor.
- Achieve and exceed sales goals through proactive outreach, lead generation, and referral development.
- Collaborate with team members to drive agency growth, improve retention, and maintain a high level of client satisfaction.
- Recognized for exceeding sales goal, strong product knowledge, customer trust, and performance-driven approach contributing to sustained agency success.

Lawn Care Services

2015 - 2016

Sales

- Sold specialized lawn care programs and services to new and existing customers within an assigned territory, driving business growth and customer retention
- Consistently exceeded sales and revenue goals through consultative selling and strong customer relationship management
- Contributed to branch success, earning an award recognizing the company's highest sales performers
- Developed and maintained a strong customer base by identifying client needs and recommending tailored service solutions
- Delivered excellent customer service while managing accounts and supporting long-term client satisfaction and loyalty

Cable Compnay

2014

Sales Representative

- Sold video products and services to residential customers, driving new customer acquisition, account upgrades, and client retention
- Utilized consultative sales techniques and effective communication to identify customer needs and recommend tailored solutions
- Delivered professional product presentations that increased customer engagement and service adoption
- Built strong customer relationships through excellent service, follow-up, and problem resolution

*** Please note: Employment dates are approximate

SKILLS

- Professional Skills: Sales, Generation of Leads, Consultative Selling, Business Development, Commercial Real Estate (4 years)

EDUCATION

Private University

Bachelor Degree

CERTIFICATIONS

Licensed: P&C – NJ, TN

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Reported: 30–40 items/mo, \$30–40k premium/mo

Experience: Allstate – 6.3 yrs, Local State Farm Agency (Operated by Independently Contracted Agent) - 5 mo, Independent – 1 yr

Licensed: P&C – NJ, TN

Will work REMOTE in EST, CST, or MST ***MUST OFFER HEALTH/STIPEND***

Desires a Sales role with an experienced Allstate Agency @ \$40k+ base, with \$70k earning potential

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

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