

# Bilingual Spanish Hire: 4803

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Licensed Sales Producer

## EXPERIENCE

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### Allstate Insurance

*April 2022 - Present*

Market Sales Agent

- Utilized CRM to manage and contact leads within the natural market
- Built personalized quotes for auto and home insurance policies
- Consistently made 200+ outbound calls daily to maximize sales opportunities
- Developed a robust sales pipeline
- Scheduling call backs and follow-ups
- Actively sought referrals
- Expanded customer base and grow potential leads

### Fitness Sales

*September 2015 - February 2018*

Sales Associate, Promoted to Assistant Manager

Sales Associate

- Called multiple leads daily to promote gym memberships
- Scheduled and conducted gym tours for potential members
- Negotiated membership terms and signed clients up for memberships

Personal Training Assistant Manager

- Managed scheduling for all personal trainers to optimize availability
- Consulted with clients about payment plans and workout routines for personal training services
- Handled payments and client sign-ups for personal training packages

### Eyeglass/ Contact Sales

Ophthalmic Assistant

- Assisted doctors by gathering patients' medical and ocular history
- Conducted vision and eye pressure tests, along with specialized testing for advanced eye conditions
- Coordinated prescription renewals with patients' pharmacies

## CERTIFICATIONS

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### Property and Casualty Licensed

State of Texas

## ROLES, ACTIVITIES & COMPENSATION REQUEST

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Reports 25-35 items/\$30-40k premium/month

Will work REMOTE ONLY in any time zone

Desires a Sales role @ \$40k base, with \$60k+ earning potential

150+ outbound dials/day, inbound calls with live lead transfers, pivot and cross selling, marketing, networking, referral sales, selling to the Spanish-speaking community, and customer service