

# Multilingual Spanish & Portuguese Hire : 4947

Licensed Insurance Producer

## EXPERIENCE

### Fitness Center

May 2024 - Present

Personal Trainer, Fitness Instructor

- Design and lead personalized fitness programs tailored to individual client goals, including strength training, cardiovascular workouts, and flexibility exercises.
- Instruct group fitness classes, including Zumba, Spinning, Step, and Bootcamp, motivating and guiding participants to improve their fitness levels.
- Build strong client relationships, offering ongoing support and guidance to help them achieve their personal fitness goals.

### Allstate

March 2020 to October 2024

Licensed Insurance Producer

- Build tailored insurance policies and packages to meet the unique needs of clients, ensuring comprehensive coverage across various areas.
- Advise clients on the potential risks and benefits of different insurance policies, helping them make informed decisions.
- Utilize strong written and verbal communication skills to effectively communicate with clients.
- Employ persuasive communication techniques while actively listening to clients to identify their needs and offer the best solutions.
- Identify and reach out to potential clients, building relationships and offering personalized service.
- Develop expertise in a variety of insurance plans to provide clients with informed recommendations.
- Display a friendly and approachable personality, with excellent interpersonal skills that foster trust and rapport with clients.
- Demonstrate resilience and persistence in meeting sales targets, with a goal-oriented approach to achieving success.
- Remain open to feedback and continually strive to improve performance, adapting to changing market conditions and client demands.

### Food Store

March 2020 to May 2021

Supervisor

- Supervise and manage the Shop From Home department, ensuring smooth operations and timely delivery of customer orders. Answer incoming calls, providing exceptional customer service by addressing inquiries, processing orders, and resolving issues.
- Organize and coordinate deliveries, ensuring accurate and timely fulfillment of customer orders.
- Schedule and assign shopping tasks to team members, optimizing efficiency and meeting delivery deadlines.
- Maintain clear communication with customers and team members to ensure orders are processed and delivered as expected.

## EDUCATION

### College

Associate's Degree

## CERTIFICATIONS

### P&C Licensed in the State of NJ

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE in EST time zone only

Desires a Sales or Hybrid role with an Allstate Agency @ \$40-45k base, with the ability to earn \$80k total

20+ outbound dials/day, 25+ inbound calls, referral sales, pivot and cross selling, bundling, and customer service.