

Bilingual Spanish Hire: 4946

Licensed Insurance Agent

EXPERIENCE

Allstate

June 2021 - Present

Licensed Insurance Agent

- Bind policies, issue endorsements, and process cancellations for clients.
- Make outbound calls to cross-sell and win back previous clients, ensuring customer retention.
- Assist consumers in selecting insurance policies that best fit their needs.
- Explain various insurance policies and products to potential and existing clients, guiding them toward the most appropriate coverage.
- Issue quotes, maintain client records, prepare reports, and address client inquiries regarding insurance plans and policies.
- Generate leads through referrals, creating lead lists, and driving sales within the Spanish-speaking community.
- Provide exceptional customer service, ensuring clear communication and support for clients.

Insurance Company

June 2004 - June 2021

Insurance agent

- Explained a wide range of insurance products to both new and existing clients, helping them make informed decisions about their coverage.
- Issued accurate quotes, maintained detailed client records, and responded promptly to client inquiries regarding insurance plans.
- Utilized strong written and verbal communication skills to clearly explain complex insurance concepts.
- Delivered personalized customer service, engaging with clients to ensure satisfaction and clarity.
- Stay up to date with market trends and best practices of the insurance industry

EDUCATION

High School

Diploma

CERTIFICATIONS

P&C Licensed in the State of TX

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 30-40 policies/\$40-50k premium/month

Will work REMOTE in CST time zone only

Desires a Sales role with an Allstate Agency @ \$45k+ base, with the ability to earn \$65k+ total

50+ outbound dials/day, 15+ inbound calls/day with live leads, pivot and cross selling, referral sales, lead generation, retention, bundling, win-backs, and customer service.