

Bilingual Spanish Hire: 4942 **1-2 LIFE APPS/MONTH**

Licensed Sales Team Lead

EXPERIENCE

State Farm

February 2018 - Present

Licensed Sales Team Lead

- Assisted and advised clients in opening accounts for auto, home, life, and business insurance.
- 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.
- Trained new hires and mentored them through the process of closing sales.
- Led the sales team in achieving and surpassing sales goals.
- Supported the sales team with complex sales by providing guidance and expertise.

Insurance Company

May 2017 to February 2018

Licensed Insurance Agent

- Managed all aspects of the business as an agent-owner, overseeing operations, client services, and sales.
- Assisted and advised clients in opening accounts for auto, home, life, and business insurance, tailoring solutions to their needs.
- Addressed and resolved client billing issues, ensuring efficient problem resolution and customer satisfaction.
- Guided clients through the claims process, ensuring timely assistance and clear communication.
- Generated new business leads through telemarketing, internet outreach, and networking, contributing to business growth and client acquisition.

State Farm

October 2005 to May 2017

Licensed Insurance Producer

- Assisted clients in opening accounts for auto, home, life, and business insurance, providing tailored solutions to meet their needs.
- Worked with clients to resolve billing issues, ensuring smooth and timely resolution of concerns.
- Guided clients through the claims process, offering support and ensuring timely follow-up.
- Generated new business opportunities through telemarketing, internet outreach, and networking.
- Trained and mentored new sales representatives and telemarketers, helping them achieve sales goals and improve performance.

CERTIFICATIONS

P&C, Life & Health Licensed in State of MI

Licensed Insurance Producer

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 35-45 policies/\$20-30k premium/month

Will work REMOTE in EST or local to Greenville, MI 48838

Desires a Sales role with a State Farm Agency @ \$45k+ base, with the ability to earn \$80k+ total

40+ outbound dials/day, 15+ inbound calls/day, pivot and cross selling, referral sales, creating lead lists, bundling, selling, customer service & reports selling 1-2 new life policies/month.