

# Bilingual Spanish Hire: 4879

Commercial Insurance Broker

## EXPERIENCE

### Insurance Company

*August 2023 - Present*

Commercial Insurance Broker

- Analyzed client needs and offered personalized insurance solutions to mitigate risk and safeguard assets.
- Educated clients on various insurance products, policy features, exclusions, and limitations, empowering them to make informed decisions.
- Maintained accurate and up-to-date client records in CRM, documenting all interactions, policy details, endorsements, and other essential information.

### Allstate

*August 2022 to August 2023*

Licensed Sales Producer

- Specialize in providing sales and customer service for property and casualty insurance clients, ensuring tailored solutions that meet their needs.
- Utilize in-depth product knowledge to effectively advise clients on coverage options and help them make informed decisions about their insurance policies.
- Cultivate strong client relationships through exceptional service, timely follow-ups, and consistent communication to ensure satisfaction and retention.
- Stay updated on industry trends and regulations to provide clients with accurate and up-to-date information, ensuring compliance and coverage accuracy.

### Allstate

*May 2018 to August 2022*

Licensed Sales Producer

- Clearly explains different insurance policies and product options to both new and existing clients, ensuring they understand all coverage details.
- Provides personalized guidance to clients, helping them select the insurance coverage that best fits their individual needs and circumstances.
- Reviews and recommends modifications or updates to existing policies, keeping clients' coverage current with life changes or market conditions.
- Builds tailored insurance packages, customizing coverage options to create policies that fully align with clients' unique requirements.

## SKILLS

- Professional Skills: Insurance Management and Aftercare, Sales, Customer Relationship Management, Customer Service, Casualty Insurance, Commercial Insurances, Risk Analysis, Construction, Financial Underwriting, Insurance Sales, Business to Business Commerce, Cold Calling Sales, Negotiation Skills, Upselling Skills, Business Marketing, Mentoring, Sales Management, Telemarketing, Scheduling, Administrative Operations, Carrying out Assessments IT Skills: Microsoft Office

## CERTIFICATIONS

**P&C Licensed in States of TX, FL, CA**

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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

Will work REMOTE ONLY in any time zone

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

A high-achieving Bilingual LSP with 5 years of Allstate insurance experience is looking for a remote opportunity with an Allstate agency. The candidate's expertise includes: 150+ outbound dials/day, inbound calls with live lead transfers, pivot and cross selling, referral sales, lead list creation, bundling, win-backs, and customer service, specializing in servicing the Spanish-speaking community.