

Bilingual Spanish Hire 4838: **2-3 LIFE APPS/MONTH**

Licensed Sales Account Representative

EXPERIENCE

State Farm

2023 - Present

Licensed Sales Account Representative

- Worked directly with customers daily to help them find the right auto and home insurance policies to meet their needs.
- Achieved top producer status in my first month.
Met new business production goals and objectives consistently.
- Develop insurance quotes and make sales presentations effectively.
- Manage customers' paperwork and processes from initial contract through closing, ensuring a smooth and efficient experience.
- Achieved an excellent customer satisfaction rating, exceeding company standards.
- Consistently exceed monthly sales targets.
Inform customers of promotions and new or upgraded products using prepared scripts.

Farmers Insurance

2018 - 2023

Agency Owner

- Built an agency from the ground up with 500+ clients within 2 years as a captive agent through strategic marketing strategies.
- Oversaw business and financial management of day-to-day operations.
- Built and maintained strong relationships with clients, resulting in an 80% customer retention rate.
- Established marketing programs and budgets to generate new business.

State Farm

2015 - 2018

Licensed Sales Account Representative

- Provided exceptional customer service in a fast-paced office environment.
- Assisted customers with inquiries, processed transactions, and resolved issues to ensure a positive shopping experience.
- Meet new business production goals and objectives as established.
- Develop insurance quotes and make sales presentations effectively.
- Called warm leads weekly to expand the client base and promoted agency products to customers in person and over the phone.
- Consistently exceeded sales goals each month.

EDUCATION

College

Associates Degree

SKILLS

- Professional Skills: Sales, Customer Satisfaction, Profit-Based Sales Targets, Sales Presentations, Business Development, Generation of Leads, Market Research, Customer Service, Closing of Sales, Customer Loyalty Programs, Customer Retention, Sales Excellence, Sales Promotion, Shopping, Customer Demand Planning, Customer Relationship Management, Negotiation Skills, Time Management, Business Marketing, Prioritization of Requirements, Marketing, Strategies of Marketing, Budgeting Skills, Business Administration, Retention Rate, Knowledge of Finance

CERTIFICATIONS

P&C, Life & Health Licensed in the State of TX