

Bilingual Spanish Hire: 4813 **2-3 LIFE APPS/MONTH**

Licensed Team Member

EXPERIENCE

State Farm

April 2022-Present

Licensed Team Member

- Assist customers with any questions regarding their policies.
 - Explain insurance, the risks it protects against, and how to choose the right insurance policy.
 - Assist in identifying discounts that clients may qualify for.
 - Help clients navigate the claims process effectively.
 - Establish strong customer relationships and follow up as needed.
 - Use a customer-focused review process to educate clients about various insurance options.
 - Provide prompt, accurate, and friendly customer service.
 - Successfully manage to meet monthly quotas consistently.
 - Complete daily tasks as assigned in a timely manner.
- Maintain accurate record-keeping for all relevant activities.

State Farm

April 2021-April 2022

Licensed Team Member

- Discuss policy features, including premiums, deductibles, coverage limits, and exclusions.
- Guide clients through the claims process to ensure they understand each phase thoroughly.
- Build and maintain robust customer relationships by conducting regular follow-ups and offering tailored service.
- Implement a client-centered review process to inform customers about the different insurance options available to them.
- Deliver timely, precise, and courteous customer service to enhance overall client satisfaction.
- Consistently achieve monthly sales targets.
- Efficiently carry out daily assignments as directed.
- Ensure precise documentation of all related activities.

Food Market

January 2020-April 2021

Sales Associate

- Complete daily tasks as assigned.
- Greet customers, answer inquiries, and direct them to products.
- Maintain the store by cleaning and sanitizing regularly.
- Process transactions efficiently.
- Assist with additional tasks as needed.
- Adhere to company policies and procedures.

SKILLS

- Professional Skills: Customer Communications Management, Profit-Based Sales Targets, Sales, Insurance Sales, Billing Processes, Records Management, Accounting, Marketing

CERTIFICATIONS

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

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 35-45 policies/\$25-35k premium/month

Will work REMOTE in any time zone

Desires a Sales role with a State Farm Agency @ \$40k+ base, with the ability to earn \$60k+ total

100+ outbound dials/day, 20+ inbound calls with live lead transfers, referral sales, pivot and cross selling, networking, bundling, creating own leads, selling to the Spanish-speaking community, customer service & reports selling 2-3 new life policies/month