

Bilingual Spanish Hire: 4985

Licensed Account Manager

EXPERIENCE

State Farm

October 2023 - Present

Licensed Account Manager

- Answered phone calls and processed bill payments, ensuring accurate and efficient transactions.
- Sold auto and homeowners insurance, using strong sales skills to meet client needs.
- Maintained an active Property & Casualty license, staying current with industry trends and regulations.
- Developed strategies to retain clients and prevent them from switching to other insurance carriers.
- Made outbound sales calls to generate new business and expand the customer base.
- Created business quotes for workers' compensation and general liability policies, tailoring coverage to meet the needs of commercial clients.

Communications Company

November 2021 - October 2023

Consultant

- Consistently met sales goals while ensuring the store remained well-organized and visually appealing.
- Answered phone calls promptly and greeted customers warmly upon entering the store, providing excellent customer service.
- Conducted daily inventory checks to ensure accuracy for accessories and devices, maintaining stock levels.

Communications Company

Oct,2018-November 2021

Consultant

- Greeted customers and ensured the store remained neat and organized, providing a welcoming atmosphere.
- Consistently surpassed sales quotas, demonstrating a strong commitment to achieving and exceeding targets.
- Delivered exceptional customer service, fostering positive relationships with clients.

EDUCATION

High School

Diploma

CERTIFICATIONS

P&C Licensed in the States of MD, VA

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 30-40 policies/\$20-30k premium/month

Will work REMOTE in any time zone

Desires: A Sales or Hybrid role with a State Farm or Allstate Agency @ \$40k+ base, with the ability to earn \$65k+ total

50+ outbound dials/day, 40+ inbound calls/day, pivot and cross selling, referral sales, creating lead lists, bundling & customer service.