

Bilingual Spanish Hire: 5000

Licensed Service Representative

EXPERIENCE

Allstate

2022 - 2024

Licensed Service Representative

- Assisted clients in selecting insurance policies tailored to their specific needs.
- Issued accurate quotes, maintained client records, prepared reports, and addressed inquiries regarding insurance plans and policies.
- Demonstrated excellent written and verbal communication skills in all client interactions.
- Managing inbound and outbound sales calls, including following up with leads, handling customer inquiries, and addressing concerns.
- Staying updated on product offerings and the latest industry trends to effectively communicate solutions to clients.

Communications Company

2021 - 2022

Sales Representative

- Engaging with prospective customers to understand their needs and offer appropriate services and products, such as internet, cable, phone, and home security solutions.
- Developing and maintaining strong relationships with customers, providing ongoing support and assistance with their accounts.
- Meeting or exceeding sales goals by promoting and selling products, explaining features and benefits to customers.

Allstate

2017 - 2021

Licensed Office Manager

- Helped clients select policies that matched their unique needs and preferences.
- Explained the features and benefits of various insurance products, ensuring clients made informed decisions.
- Provided personalized customer service, ensuring client satisfaction and clarity in all aspects of their coverage.
- Maintaining accurate customer records, documenting sales, notes, and customer interactions.

Insurance Company

2016 - 2017

Lead Sales Agent

- Stay up to date with market trends and best practices of the insurance industry
- Explain various insurance policies and products to potential and existing clients, guiding them toward the best coverage
- Issue quotes, maintain client records, prepare reports, and answer client questions about insurance plans and policies

Insurance Company

2002 – 2016

Licensed Office Manager

- Provide answers to client inquiries regarding insurance plans and policies, issue quotes, maintain client records, and prepare reports.
- Guide potential and existing clients in selecting the best coverage by explaining a range of insurance policies and products.
- Keep up to date with the latest market trends and best practices within the insurance industry to offer knowledgeable advice.

CERTIFICATIONS

P&C Licensed in the State of NV

ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 20-30 items/\$20-30k premium/month

Will work REMOTE in PST

Desires a Service or Hybrid role with an Allstate Agency @ \$40-45k base, with the ability to earn \$50k+ total

50+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, and customer service.