

# Bilingual Spanish Hire: 5017 \*\*2-5 LIFE APPS/MONTH\*\*

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Licensed Account Representative/Sales

## EXPERIENCE

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### Licensed Account Representative/Sales

2021 - Present

State Farm

- Oversee client accounts, ensuring excellent customer service and providing ongoing support.
- Perform detailed needs assessments to recommend the best insurance products tailored to client requirements.
- Consistently meet sales targets and contribute to achieving team goals and objectives.

### Wine & Spirits Store

2020 - 2021

Associate

- Provided exceptional service by assisting customers with product inquiries and ensuring satisfaction.
- Managed store inventory and organization, helping drive sales performance.
- Worked closely with team members to maintain efficient operations and deliver seamless service.

### Law Office

2017 - 2020

Law Clerk

- Performed legal research and drafted documents in collaboration with supervising attorneys.
- Supported case preparation and facilitated communication with clients.
- Organized and maintained case files, improving office organization and efficiency.

## EDUCATION

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### College

Associate's Degree

## CERTIFICATIONS

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### P&C Licensed in the State of MD, IL

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

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Reported: 30-40 policies/\$25-35k premium/month

Will work REMOTE in any time zone \*\*MUST OFFER HEALTH OR STIPEND

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k+ base, with the ability to earn \$65k+ total

70+ outbound dials/day, 30+ inbound calls/day with live lead transfers, pivot and cross selling, referral sales, creating lead lists, bundling, customer service & reports selling 2-5 new life policies/month.