

Bilingual Spanish Hire: 5103

Licensed Insurance Sales Agent

Reported: 40-50 items/month, \$25-35k premium/month

Allstate 4.5 years, State Farm 1 year

P&C Licensed in IN, PA, LA

Will work REMOTE in EST, CST, MST

Desires a Sales or Hybrid role with any Agency @ \$45k+ base, with the ability to earn \$70k+ total

80+ outbound dials/day, 25+ inbound calls/day with live lead transfers, pivot and cross selling, referral sales, bundling, selling and servicing the Spanish-speaking community, and customer service.

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EXPERIENCE

Allstate

April 2024 to February 2024

Licensed Insurance Sales Agent

- Worked as a licensed insurance sales agent, providing tailored coverage solutions for new and existing customers.
- Performed service tasks, ensuring that clients' insurance needs were met and policies were up to date.
- Followed established workflows to efficiently handle client interactions and ensure seamless service.
- Implemented various marketing techniques to attract new clientele, contributing to the growth of the customer base.

Allstate

September 2020 to April 2024

Licensed Agency Owner

- Worked as a licensed insurance sales agent, providing personalized coverage options to new and existing customers.
- Performed service tasks for both new and existing clients, ensuring their needs were met and providing ongoing support.
- Followed established workflows to ensure efficient processing and client satisfaction.
- Utilized various marketing techniques to attract new clientele, growing the customer base and enhancing business growth.

State Farm

September 2019 to September 2020

Licensed Insurance Producer

- Sold State Farm products to potential customers, meeting sales targets and expanding the client base.
- Managed paperwork for audits and ensured all claims were filed correctly, adhering to company policies.
- Provided service to both new and existing customers, ensuring their needs were met and addressing any inquiries or issues.
- Followed established workflows and utilized various marketing techniques to attract new clientele, enhancing business growth.

Restaurant Franchise

August 2008 - May 2017

Talent Acquisition Manager/People Department Manager

- Managed various restaurant departments and collaborated with the general manager to ensure smooth operations.
- Led promotional efforts, serving as the product ambassador for new line-ups and promotions.
- Oversaw hiring processes, including orientation and paperwork for state and local audits.
- Organized and executed hiring events via job fairs and social media for eleven locations.

EDUCATION

College

Bachelor's Degree

CERTIFICATIONS

P&C Licensed in the States of IN, PA, LA

SKILLS

Bilingual (10+ years), Call Center (2 years), Customer Care (9 years), Customer Service (10+ years), Store Management Experience (3 years), Microsoft Office (10+ years), Retail Management (4 years), PeopleSoft, Branding, Management, Sales Management, Interviewing, HR Sourcing, Office Management, Insurance Sales, Customer Service, Computer Skills, Office Experience, Typing, Adobe Premiere, Direct Sales, Hootsuite, Social Listening, Adobe Photoshop, Content Development, Social Media Marketing, Adobe Creative Suite, Copywriting, Editing, B2C, Social Media Management, HTML5, Sales Management, Telemarketing, Human Resources, Interviewing, Sales, Recruiting, Talent Acquisition, Branding, Accounting, Payroll, Quality Control, Writing Skills, Content Creation, Human Resources Management, Supervising Experience, Office Management