

Bilingual Spanish Hire: 5139

Licensed Sales Professional

Performance-focused insurance sales professional with 15+ years of experience and a strong track record in revenue growth and exceeding sales targets. Skilled in strategic planning, client relationship management, and delivering tailored financial solutions. Bilingual in English and Spanish.

EXPERIENCE

Local Allstate Agency

August 2023 - Present

LSP

- Customize auto, home, and personal insurance solutions to provide clients with comprehensive coverage.
- Proactively generate and convert leads through strategic outbound calls and client engagement.
- Stay informed on industry trends, underwriting guidelines, and state insurance regulations to ensure compliance.
- Assess customer profiles to recommend coverage options that maximize value and protection.

Local Allstate Agency

June 2021 to August 2023

LSP

- Handle daily customer interactions, addressing insurance needs and providing expert policy guidance.
- Leverage CRM tools to track leads and ensure consistent client follow-up.
- Make 250+ calls daily, generating \$20K-\$30K in monthly premium sales.
- Process policy endorsements, accept payments, and oversee office operations.

Appliance Repair

May 2020 - June 2021

Technician

- Diagnose and repair home appliances, ensuring high-quality service and client satisfaction
- Maintain detailed service reports and coordinate with dispatch teams for efficient workflow.

Global Company

August 2019 - January 2021

Financial Operations Analyst

- Oversaw company finances
- Risk management
- Financial planning
- Managed reports

Home Loans

July 2017 - March 2018

Loan Officer

- Managed company finances, including risk management, financial planning, and reporting.
- Pre-qualified borrowers and processed loan applications while ensuring compliance with fraud prevention measures.
- Maintained clear communication with borrowers and real estate agents to facilitate smooth transactions.
- Closed an average of nine loans per month, meeting and exceeding sales targets.
- Provided financial guidance to clients, ensuring they selected the best loan options for their needs.

Home Loans

July 2017 to March 2018

Loan Officer

- Assisted clients in securing mortgage loans, closing an average of five loans per month.

Local Allstate

August 2014 to July 2017

LSP

- Managed customer insurance needs, processed payments, and ensured policy compliance.

CERTIFICATIONS

Property & Casualty Licensed

State of Georgia

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Reported: 30-40 items/month, \$30-40k premium/month

Experience: Allstate 6.5 years

P&C Licensed in GA

Will work REMOTE in EST, CST, MST

Desires a Sales or Hybrid role with an Allstate Agency @ \$42-45k+ base, with the ability to earn \$70k+ total

100+ outbound dials/day, 30+ inbound calls/day with live lead transfers, pivot and cross selling, referral sales, bundling, selling and servicing the Spanish-speaking community, and customer service.