

# Bilingual Spanish Hire: 5139

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## 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

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### 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

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### Property & Casualty Licensed

State of Georgia

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Licensed Sales Professional

Bilingual Spanish Hire: 5139 \$3,500

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.