

Bilingual Spanish Hire: 5137 **4-6 LIFE APPS/MONTH**

Licensed Team Member

EXPERIENCE

State Farm

March 2023 - Present

Licensed Team Member

- Help clients select insurance policies tailored to their needs, ensuring they have appropriate coverage.
- Regularly reassess and update policies, especially after significant life changes.
- Issue quotes, maintain client records, and address client inquiries regarding insurance plans.
- Provide expert guidance on a wide range of insurance products, ensuring clients make informed decisions.
- Engage with clients delivering exceptional customer service.
- Explained a wide range of insurance products to both new and existing clients, helping them make informed decisions about their coverage.
- Issued accurate quotes, maintained detailed client records, and responded promptly to client inquiries regarding insurance plans.

Luxury Vehicle Dealership

October 2021 - March 2023

Sales Representative

- Demonstrated motorhomes starting showcasing their features and unique qualities to potential clients.
- Possessed extensive knowledge of motorhome construction, including chassis types, motors, and the various floor plans available.
- Provided clients with detailed information about the construction and functionality of different motorhomes, helping them make informed purchasing decisions.

Luxury Vehicle Dealership

February 2020 - June 2020

Sales Associate

- Engaged in informative selling, negotiating prices, and providing a high level of customer service to clients in the luxury car sales industry.
- Assisted customers in finding the perfect luxury vehicle by presenting key features, benefits, and offering tailored solutions to meet their needs.
- Built strong relationships with clients through exceptional service, leading to repeat business and referrals.

CERTIFICATIONS

P&C, Life & Health Licensed in the States of CA, AZ, OR & NV

SKILLS

Professional Skills: Sales, Negotiation Skills, Profit-Based Sales Targets, Customer Service, Multilingualism, Business to Business Commerce, Customer Account Management, Customer Relationship Management, Sales Processes, Time Management, Upselling Skills, Insurance Sales, Active Listening Skills, Knowledge of Mathematics
IT Skills: Salesforce.Com, Cypress (Programming Language)

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Licensed Team Member

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

State Farm 2 years

P&C, Life & Health Licensed in CA, AZ, OR & NV

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$45-50k base, with the ability to earn \$82k+ total

50+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 4-6 new life policies per month.