

Bilingual Spanish Hire: 5171

Licensed Insurance Producer

EXPERIENCE

Allstate

2023 - 2024

MSA

- Issue quotes, maintain client records, prepare reports, and answer client questions about insurance plans and policies
- Suggest modifications and updates to existing clients' insurance policies
- Build customized insurance policies and packages
- Source potential clients through professional networks, cold calls, and referrals
- Advise clients on potential risks and benefits of each policy
- Excellent written and verbal communication skills
- Comfortable speaking with clients, whether over the phone or in person
- Ability to identify and contact prospective clients
- Ability to build customized insurance policies and packages that meet clients' needs
- General knowledge of different types of insurance plans, including home, business, and automotive
- Strong background in the insurance industry

Allstate

2017 - 2024

Licensed Insurance Producer

- 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.
- Utilized strong written and verbal communication skills to clearly explain complex insurance concepts.
- Delivered personalized customer service, engaging with clients to ensure satisfaction and clarity.
- Help businesses, individuals, and families select an insurance policy that best fits their needs
- Maintain regular contact with existing clients to discuss renewals or add-ons
- Stay up to date with market trends and best practices of the insurance industry
- Explain various insurance policies and products to potential and existing clients, guiding them toward the best coverage

State Farm

2017

Licensed Team Member

- Recommend and sell auto, home, life, health, and commercial insurance policies.
- Explain policy features, coverage options, benefits, and exclusions in a clear and professional manner.
- Issue quotes, maintain client records, prepare reports, and address client inquiries regarding insurance plans and policies.
- Demonstrate excellent written and verbal communication skills.
- Provided clients with expert guidance in selecting insurance policies that matched their unique needs and preferences.

CERTIFICATIONS

P&C Licensed in the State of NM

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Licensed Insurance Producer

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

Allstate 8.5 years, State Farm 1 year

P&C Licensed in NM

Will work REMOTE in any time zone

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

40+ outbound dials/day, 30+ inbound calls, pivot and cross selling, marketing, networking, referral sales and customer service