

Bilingual Spanish Hire: 5181

Licensed Insurance Agent

EXPERIENCE

Independent Insurance Company

January 2024 - Present

Licensed Insurance Agent

- Worked as a licensed insurance sales agent, providing personalized insurance solutions to new and existing customers based on their specific needs.
- Delivered excellent customer service by managing client inquiries, assisting with policy changes, and ensuring customer satisfaction throughout the policy lifecycle.
- Followed established workflows to maintain a structured approach to sales and service tasks, ensuring efficiency and accuracy.
- Utilized a variety of marketing techniques to attract new clients, including lead generation strategies, referrals, and social media outreach.
- Maintained strong relationships with clients, regularly reviewing and updating policies to ensure they were appropriately covered and satisfied with their insurance products.

State Farm

July 2022 - January 2024

Licensed Insurance Advisor

- Worked as a licensed insurance sales agent, providing expert guidance to clients in selecting the right coverage for their needs, including property, casualty, life, and health insurance.
- Delivered top-tier customer service for both new and existing clients, addressing inquiries, managing policy changes, and ensuring customers were satisfied with their insurance products.
- Followed established workflows and procedures to ensure efficient handling of client accounts and accurate processing of insurance applications and renewals.
- Utilized various marketing techniques and strategies, such as outreach campaigns, networking, and referrals, to successfully generate new business and expand the client base.
- Stayed up-to-date with industry trends and product knowledge to effectively recommend the most appropriate coverage options for clients while meeting sales goals.

Fitness Facility

September 2021 - July 2022

General Manager

- Provided excellent member services, addressing inquiries and resolving issues promptly.
- Trained and supervised staff, ensuring high standards of performance and customer service.
- Conducted inventory counts and placed orders to ensure proper stock levels of gym supplies and equipment.
- Managed equipment maintenance, ensuring all machines and tools were in working order.
- Handled regular cleaning tasks to maintain a safe and hygienic gym environment.
- Managed scheduling for staff and members to ensure smooth day-to-day operations.
- Responsible for interviewing, hiring, and onboarding new team members.
- Managed cash registers, performed weekly deposits, and maintained accurate financial records.

CERTIFICATIONS

P&C Licensed in the State of FL

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Licensed Insurance Agent

Reported: 30-40 policies/month, \$40-50k premium/month

State Farm 1.5 years, Independent 1.2 years

P&C Licensed in FL

Will work REMOTE in EST & CST

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

75+ outbound dials/day, 20+ inbound calls, pivot and cross selling, referral sales, creating their own leads, bundling, selling and servicing the Spanish-speaking community & customer service