

Bilingual Spanish Hire: 5232

Licensed Sales Professional

EXPERIENCE

Local Allstate Agency

October 2023 - January 2025

Licensed Sales Professional

- Develop and maintain client relationships through outreach, referrals, and networking to ensure long-term retention.
- Present and explain personal lines insurance products, helping clients understand coverage options and benefits.
- Generate competitive insurance quotes and facilitate the application process to close sales effectively.
- Address client inquiries, policy changes, and questions, providing ongoing support to ensure satisfaction.
- Meet compensation goals by cross-selling additional products and staying informed on industry trends and regulatory changes.

Auto Dealership

July 2020 - May 2022

Sales Representative

- Assisted customers in selecting vehicles, providing detailed information on features and benefits to meet their needs.
- Exceeded sales targets through lead generation, effective communication, and building customer satisfaction and referrals.
- Utilized CRM software to track inquiries, manage communication, and follow up with customers.
- Stayed informed on dealership inventory, industry trends, and competitive products to offer knowledgeable recommendations.

Retail Store

March 2018 - July 2020

Manager & Sales Consultant

- Managed daily operations including scheduling, expense management, inventory control, and equipment maintenance.
- Developed and implemented marketing strategies and promotional events, increasing foot traffic and client retention.
- Delivered exceptional customer service, addressing client inquiries and complaints to ensure a positive experience.
- Managed supplier and vendor relationships, overseeing ordering and inventory for salon products and equipment.

EDUCATION

High School

Diploma

SKILLS

Quick to Learn and Adapt to Environment: Cooperative in Teamwork and Leadership, Innovative and Creative in Critical Thinking, Flexibility in Work Schedule, Smart Organization Skills, Attentive Listener and Attention to Detail, Educated in Digital Literacy, Mathematics & Technology, Meeting and Exceeding Goals, Fluency in Reading, Writing, and Speaking English & Spanish, Experienced with Windows, Google Suite, Adobe Creative Cloud, Typing Speed of 60 WPM.

CERTIFICATIONS

Property & Casualty Licensed

State of WA

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Bilingual Spanish Hire: 5232 \$3,500

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

Allstate 1.3 years

P&C Licensed in WA

Will work REMOTE in PST & MST

Desires a Sales or Hybrid role with an Allstate Agency @ \$41k+ base, with the ability to earn \$60k+ total

100+ outbound dials/day, 20+ inbound calls/day with live lead transfers, pivot and cross selling, referral sales, bundling, selling and servicing the Spanish speaking community & customer service