

Bilingual Spanish Hire: 5257

Licensed Team Member

Self-motivated and goal-oriented professional with over 4 years of experience in lead generation, client engagement, and pipeline management. Skilled in handling challenging situations while maintaining a focus on quality service and customer satisfaction. Quick learner, team player, and adaptable leader with a passion for delivering results through strategic techniques.

EXPERIENCE

Local State Farm Agency

September 2020 - March 2025

Licensed Team Member

- Managed a pipeline of 100 leads weekly, resulting in a 20% increase in sales conversions.
- Implemented a targeted outbound call strategy that generated 30% of the agency's monthly sales revenue.
- Conducted both phone and in-person meetings with a diverse client base, effectively negotiating insurance deals and educating clients on the value of full coverage.
- Promoted referrals in every client interaction, using a structured follow-up system to build a steady stream of warm leads.
- Developed a personalized sales approach focused on active listening, matching products to client needs, and fostering long-term relationships.

Pest Control Company

February 2020 - September 2020

Marketing and Communications Specialist

- Designed and executed marketing campaigns that effectively combined creative concepts and strategic insights to boost brand awareness.
- Created engaging content for social media, driving a 15% growth in followers and a 10% increase in customer engagement.
- Provided regular performance reports and presentations to senior management, offering insights and recommendations for continuous improvement.

County Office

September 2018 - February 2020

Volunteer Coordinator

- Organized and executed over 20 beach cleanups and environmental events, boosting community awareness on conservation.
- Managed scheduling for 50 volunteers, conducting background screenings and tracking hours to ensure compliance and efficiency.
- Developed and implemented brand strategies to increase visibility and recognition, creating engaging content for social media, website, and email campaigns.

Clothing Company

May 2015 - August 2018

Sales and Social Media Marketing Manager

- Responded promptly to social media engagement, addressing inquiries and feedback to improve customer satisfaction, brand loyalty, and close deals.
- Contributed to content creation, producing engaging materials that boosted customer engagement and enhanced brand visibility.
- Directed successful events for high-end clientele, overseeing planning and execution to strengthen brand recognition and foster valuable client relationships.

SKILLS

- Professional Skills: Customer Relationship Management, Sales, Marketing, Sales Strategy, Social Media, Brand Management, Knowledge of Campaigns, Negotiation Skills, Customer Satisfaction, Content Creation, Generation of Ideas, Management of Marketing, Social Marketing, Generation of Leads, Customer Retention, Life Annuities, Cross Selling

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of FL

Bilingual Spanish Hire: 5257

Licensed Team Member

Bilingual Spanish Hire: 5257 \$3,500

Reported: 45-55 policies/month, \$60-70k premium/month

State Farm 4.5 years

P&C, Life & Health Licensed in FL (2-20)

Will work REMOTE in EST only

Desires a Sales role with a State Farm Agency @ \$50k+ base, with the ability to earn \$70k total

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