

Bilingual Spanish Hire: 5267

Licensed Sales Professional

Known for a strong work ethic, adaptability, and ability to perform well under pressure, I excel at taking on new responsibilities and complex projects. A proactive communicator, I build strong relationships and collaborate effectively with diverse teams.

EXPERIENCE

Local Allstate Agency

March 2023 - Present

Licensed Sales Professional

- Made over 80 cold calls per day, actively prospecting for new clients and building a robust pipeline.
- Utilized a consultative sales approach to identify client needs and uncover cross-selling and upselling opportunities based on their evolving circumstances.
- Developed strong relationships with clients, providing tailored insurance solutions and maximizing revenue potential through personalized recommendations.

Local Allstate Agency

August 2019 - March 2023

Licensed Sales Professional

- Conducted in-depth needs analysis and assessments to identify clients' insurance requirements and provide customized coverage solutions.
- Consistently maintained an average of 30 items per month, meeting sales targets and ensuring client satisfaction with tailored insurance offerings.

Insurance Company

September 2018 - August 2019

Customer Service / Sales

- Served as the primary point of contact for policyholders, offering prompt and courteous assistance via phone, email, and in-person interactions.
- Addressed client inquiries and concerns related to insurance coverage, claims, and billing, ensuring timely and accurate responses.

Fence Company

July 2017 - Present

Residential Sales Representative

- Prospected and generated leads through multiple channels, including networking, referrals, online platforms, and marketing campaigns.
- Measured client backyards and created tailored project proposals based on client specifications, needs, and product preferences.

SKILLS

- Professional Skills: Sales, Customer Demand Planning, Generation of Leads, Project Planning, Advertising Campaigns, Cold Calling Sales, Upselling Skills, Requirements Analysis, Carrying out Assessments, Business Marketing, Presentations, Merchandising, Brand Management, Negotiation Skills, Insurance Claim Processing, Insurance Management and Aftercare, Billing Processes, Customer Service

CERTIFICATIONS

Property & Casualty Licensed

State of IL

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

Allstate 5.5 years

P&C Licensed in IL

Will work REMOTE in CST, EST, MST

Desires a Sales role with an Allstate Agency @ \$50k+ base, with the ability to earn \$90k+ total

50+ outbound dials/day, 15+ inbound calls/day with live lead transfers, pivot and cross selling, referral sales, bundling, selling and servicing the Spanish-speaking community, customer service & 5 years of remote work experience.

*MUST OFFER HEALTH or Stipend