

Bilingual Spanish Hire: 5298 **5-6 life apps/month**

Licensed Sales Professional

Licensed P&C and Life Insurance Sales Associate with a solid foundation in customer service, client needs analysis, and policy presentation. Skilled at building client trust, simplifying complex insurance products, and contributing to team success. Seeking a growth-focused role in a P&C-driven insurance environment.

EXPERIENCE

Local State Farm Agency

August 2024 - Present

Licensed Team Member

- Licensed Property & Casualty agent specializing in auto, home, commercial, commercial auto, and renters insurance
- Conduct client needs analysis to deliver customized insurance solutions
- Prepare quotes, bind coverage, process policy endorsements, and manage renewals
- Educate clients on liability limits, coverage options, and policy terms
- Address billing inquiries and assist with claims follow-up to ensure client satisfaction
- Consistently achieve or exceed sales targets and customer service goals

Insurance Company

2023 - 2024

Life Insurance Agent

- Conducted comprehensive needs assessments to match clients with appropriate life insurance solutions
- Delivered and explained policy terms, calculated premiums, and advised clients on benefits and coverage options
- Ensured full compliance with state and federal insurance regulations throughout the sales and service process

Retail Company

2019 - 2023

HR Administrator

- Provided administrative support to the Human Resources team, ensuring smooth daily operations
- Assisted with recruiting and onboarding processes, including scheduling interviews and preparing employee documentation
- Coordinated employee events and managed internal communications to support engagement and company culture

SKILLS

- Professional Skills: Sales, Customer Service, Insurance Claim Processing, Employee Onboarding, Human Resources, Administrative Operations, Internal Communications, Life Insurance Sales, Employee Retention, Cold Calling Sales, Presentations, Upselling Skills, Insurance Management and Aftercare

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of AZ

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Licensed Sales Professional

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Reported: 30+ policies/month, \$35-43K premium/month

State Farm 9mo, Life Company 2 years

P&C and Life Licensed in AZ

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a Any Agency @ \$40-45k base, with the ability to earn \$70k+ total

25+ outbound calls/day, 5+ inbound calls with live leads, pivot and cross selling, re-quotes, win-backs and customer service