

Bilingual Spanish Hire: 5330

Licensed Sales Professional

Sales-oriented professional with a proven ability to persuade, close sales, and consistently meet or exceed targets. Skilled in building and maintaining strong client relationships, with a deep understanding of insurance products, coverages, and services. Excellent verbal and written communication, effective negotiation techniques, and a strong commitment to delivering exceptional customer service.

EXPERIENCE

Local Allstate Agency

January 2025 - present

Licensed Sales Professional

Local Allstate Agency

September 2024 - December 2024

Licensed Sales Professional

Local Allstate Agency

September 2019 - September 2024

License

Local Allstate Agency

September 2017 - September 2019

Licensed Sales Professional

Local Allstate Agency

June 2017 - September 2017

Licensed Sales Professional

- Process payments, bind policies across multiple lines including auto, motorcycle, home, earthquake, renters, and umbrella insurance.
- Handle endorsements, policy reviews, and cancellation audits with accuracy and attention to detail.
- Make outbound calls to cross-sell additional products to existing clients, supporting retention and revenue growth.
- Assist customers with claims and provide follow-up support, offering expert advice and guidance throughout the process.
- Open and close the office as needed, ensuring smooth daily operations; hold active license as a Licensed Sales Producer.

Insurance Company

July 2016 - February 2017

Licensed Sales Producer

- Generated sales primarily in auto and home insurance through outbound calls, cross-selling, and in-home policy reviews.
- Conducted endorsements, policy reviews, and inspections to ensure accurate and up-to-date coverage.
- Represented the agency at marketing events to build brand awareness and generate leads.
- Handled administrative tasks including bank deposits and office support; licensed as a Sales Producer.

SKILLS

- Professional Skills: Sales, Customer Service, Auditing Skills, Insurance Claim Processing, Consulting, Employee Retention, Deposit Accounts, Cold Calling Sales, Vehicle Insurance, Customer Relationship Management, Closing of Sales, Tillage Process, Marketing, Insurance Management and Aftercare, Insurance Sales, Negotiation Skills, Office Management, Property Insurance, Upselling Skills
- IT Skills: Apache OpenOffice

CERTIFICATIONS

Property & Casualty Licensed

State of CA

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Reported: 25-35 items/month / \$25-35k premium/month

Experience: Allstate 8 years

Licensed in P&C – CA

Will work REMOTE in any time zone * Must offer retirement plan

Desires a Sales or Hybrid role with an Allstate Agency @ \$45-50k+ base, with \$80k+ total earning potential

30+ outbound calls/day, 10+ inbound calls with live leads, pivot and cross selling, networking, referral sales, bundling, working the book of business, selling and servicing the Spanish-speaking customer base, and customer service