

# Bilingual Spanish Hire: 5333

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

### Allstate Corporate Insurance

September 2024 - April 2025

Licensed Sales Professional

- Conducted in-depth needs assessments to recommend personalized auto, home, renters, and umbrella insurance solutions.
- Built trust with clients through clear policy explanations, helping them understand coverage limits, exclusions, and benefits.
- Maintained a strong referral pipeline by delivering exceptional service, resulting in high customer satisfaction and retention rates.
- Cross-sold complementary policies by identifying gaps in coverage during routine account reviews.
- Leveraged CRM tools to manage leads, track follow-ups, and ensure timely policy renewals and client communication.

### Insurance Agency

September 2022 - September 2024

Licensed Insurance Agent

- Generated new business through outbound calls, walk-ins, and digital inquiries, consistently meeting monthly sales goals.
- Educated clients on state-specific coverage requirements and helped them choose policies that aligned with their budgets and risk profiles.
- Collaborated with underwriting and service teams to ensure smooth policy binding, endorsements, and renewals.
- Attended local community events to represent the agency and build relationships that led to new referral opportunities.
- Proactively followed up on quotes and leads, converting prospects into long-term policyholders with tailored insurance packages.

## EDUCATION

### High School

Diploma

## SKILLS

- Professional Skills: Customer Service, Conflict Resolution, Negotiation Skills, Time Management, Sales Strategy, Organization Development

## CERTIFICATIONS

### Property & Casualty Licensed

State of TX

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Reported: 25-35 items / \$25-35k premium/month (Allstate), 40-50 items / \$40-50k premium/month (Independent)

Experience: Allstate (Corporate) 8 months, Independent 2 years

Bilingual: English and Spanish

Licensed in P&C, Life – TX

Will work REMOTE in CST, EST, or MST

Desires a Sales or Hybrid role with an Allstate Agency @ \$40-45k base, with \$55k+ total earning potential

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