

Bilingual Spanish Hire: 5348 **1-3 Life Apps/Month**

Licensed Team Member

EXPERIENCE

Local State Farm Agency

July 2022 - Present

Licensed Team Member

- Make 30+ outbound dials and handle 30+ inbound calls daily to drive new business and support existing clients.
- Perform pivot and cross-selling strategies, along with referral-based and bundled sales to maximize coverage and revenue.
- Sell and service commercial insurance policies while providing personalized support to the Spanish-speaking community.
- Deliver high-quality customer service and policy servicing across auto, home, life, and commercial lines.
- Consistently generate 1-3 new life insurance sales per month through proactive outreach and client needs analysis.

Local State Farm Agency

January 2022 - July 2022

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Warehouse

September 2020 - January 2022

Picker/packer

- Labeled boxes and placed them in designated outbound collection areas for shipment.
- Picked products from assigned locations using appropriate tools and transferred them for further processing.
- Documented package details accurately by completing paperwork, attaching labels, and scanning barcodes.
- Maintained clean and organized aisles and floor spaces to ensure safe and efficient forklift operation within the warehouse.

Restaurant Franchise

July 2022 - November 2022

Assistant General Manager of Operations

- Coached team members to collaborate effectively, ensuring daily tasks were completed and service goals were met.
- Analyzed sales, activity, and financial reports to track productivity and progress toward performance targets.
- Motivated employees through consistent feedback, performance evaluations, and hands-on mentoring.
- Led staff in delivering exceptional service to guests and vendors, maintaining professional business relationships.

SKILLS

Professional Skills: Customer Service, Sales, Professional Communication, Service Quality, Occupational Safety and Health, Sales Reports, Food Safety, Food Preparation, Upselling Skills, Interviewing, Mentoring, Billing Processes, Merchandising, Operating Expenses, Quality Control.

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of IL & IN

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Reported: 30-40 items/month, \$25-35k premium/month

Experience: State Farm 3.5 years

Licensed in P&C, Life & Health – IL, IN

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$65k total

30+ outbound dials/day, 30+ inbound calls, pivot and cross selling, referral sales, bundling, commercial sales, selling and servicing the Spanish-speaking community, and customer service.