

# Bilingual Spanish Hire: 5397

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Licensed Sales Professional

## EXPERIENCE

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### Local Allstate Agency

September 2019 - Present

Licensed Sales Professional

- Developed and implemented targeted marketing and sales plans to drive new business and generate qualified leads
- Conducted in-depth research on insurance products and market trends to better align offerings with client needs and competitive positioning
- Delivered exceptional customer service by actively listening to client inquiries and tailoring solutions to meet their coverage and service needs
- Initiated outbound calls to prospects and existing clients to present product options, calculate accurate premiums or refunds, and coordinate convenient payment arrangements
- Maintained thorough knowledge of insurance guidelines to ensure compliance while supporting clients through the application and servicing processes

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### Local Allstate Agency

October 2017 - June 2019

Licensed Sales Professional

- Managed the full sales cycle, including lead generation, prospecting, needs assessment, presenting tailored solutions, closing, and post-sale support
- Represented a comprehensive portfolio of insurance and financial products, including auto, home, life, health, and retirement solutions
- Built long-term client relationships by acting as a trusted advisor and delivering personalized coverage recommendations based on individual needs and financial goals
- Provided ongoing client support, including policy reviews, updates, and claims assistance, to ensure satisfaction and retention

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### Insurance Company

February 2017 - September 2017

Licensed Sales Professional

- Sold and completed applications for auto, home, life, and other personal lines products, ensuring coverage aligned with each client's needs
- Handled policy service requests and conducted regular Follow-Up for Review (FFR) appointments to maintain proper coverage and identify cross-sell opportunities
- Executed cold calling campaigns and built relationships through outside marketing to mortgage brokers, apartment complexes, and local businesses
- Trained and mentored new team members, sharing best practices and onboarding procedures to ensure a smooth transition and high performance
- Developed and implemented systems to increase office efficiency, streamline workflows, and improve overall productivity

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## SKILLS

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- Professional Skills: Insurance Management and Aftercare, Customer Service, Cold Calling Sales, Knowledge of Finance, Sales, Sales Processes, Business to Business Commerce, Customer Relationship Management, Knowledge of Direct Selling, Insurance Sales, Negotiation Skills, Sales Management, Upselling Skills, Cross Selling

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## CERTIFICATIONS

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### Property & Casualty Licensed

State of CA

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Bilingual Spanish Hire: 5397 \$3500

Reported: 35–45 items/month, \$35–45k premium/month (auto only due to CA homeowners restrictions)

Experience: Allstate 8 years, Farmer's 6 months

Licensed in P&C – CA

BILINGUAL – English and Spanish

Will work REMOTE in PST, MST

Desires a Sales or Hybrid role with an Allstate Agency @ \$45–50k+ base, with the ability to earn \$70k+ total

A bilingual LSP with 8 years of Allstate experience is looking for a remote opportunity with an Allstate agency. The candidate's roles include: 50+ outbound dials/day, 35+ inbound calls/day, pivot and cross selling, referral sales, bundling, win-backs, policy reviews, marketing, selling to the Spanish-speaking community, and customer service.