

Bilingual Spanish Hire: 5415 **1-2 Life Apps/Month**

Licensed Team Member

EXPERIENCE

Insurance Company

January 2024 - present

Health Insurance Sales

- Conducted comprehensive needs assessments to match clients with suitable plans based on individual health and financial needs
- Educated clients on healthcare plan options, enrollment periods, and regulatory changes to ensure informed decision-making and compliance
- Built and maintained long-term client relationships through consistent follow-up, policy reviews, and proactive support during the annual enrollment period
- Consistently achieved sales targets by leveraging referrals, cold calling, and community outreach to generate new Medicare and health insurance leads

Insurance Agency

January 2022 - January 2024

Insurance Agent

- Successfully managed a portfolio of clients, providing tailored insurance solutions to meet their individual needs and preferences
- Achieved consistent sales targets by effectively prospecting and networking, resulting in a steady increase in new policy acquisitions
- Demonstrated exceptional communication skills by explaining complex insurance products to clients in a clear and understandable manner, leading to improved customer satisfaction and retention

Local State Farm Agency

November 2019 - January 2022

Licensed Team Member

- Demonstrated exceptional problem-solving skills by assisting clients with insurance claims, guiding them through the claims process, and ensuring timely resolution
- Utilized advanced software and CRM tools to manage client information, policies, and interactions, enhancing accuracy and efficiency in client servicing
- Participated in continuous training and professional development programs to stay updated on industry trends, regulatory changes, and product knowledge

SKILLS

- Professional Skills: Insurance Management and Aftercare, Mergers and Acquisitions, Customer Satisfaction, Employee Retention, Profit-Based Sales Targets, Insurance Claim Processing, Continuous Training, Customer Communications Management, Sales, Professional Development Programs, Vehicle Insurance, Insurance Sales, Customer Account Management
- IT Skills: Microsoft Word, Microsoft Excel, Microsoft Software, Microsoft PowerPoint

CERTIFICATIONS

Property & Casualty and Life & Health Licensed

State of FL

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Reported: 30–40 policies/month, \$30–40k premium/month

Experience: State Farm 2.3 years, Independent 2 years

Licensed in P&C, Life & Health – FL (2-15, 2-20)

Will work REMOTE in any time zone

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

A bilingual insurance producer with experience at both State Farm and Farmer's is looking for a remote opportunity with a State Farm agency. The candidate's roles include: 30+ outbound dials/day, 20+ inbound calls/day, pivot and cross selling, referral sales, bundling, networking, generating their own leads, selling and servicing the Spanish-speaking community, and providing excellent customer service. The candidate reports selling 1–2 new life policies per month.